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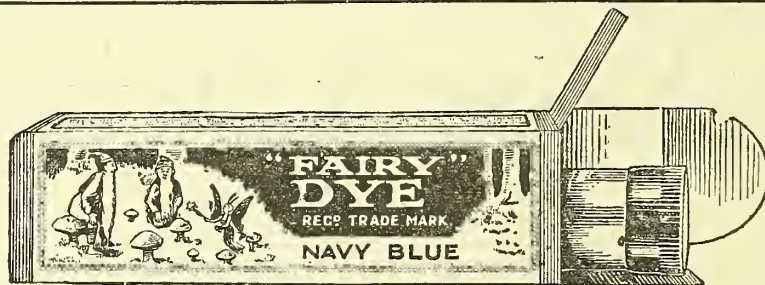
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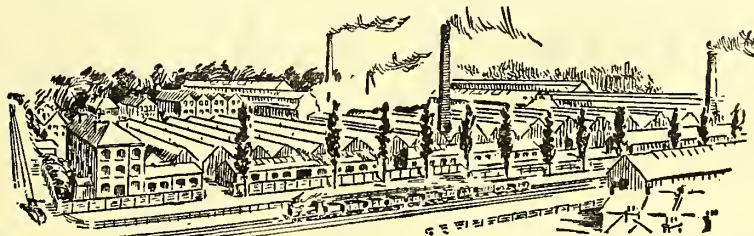
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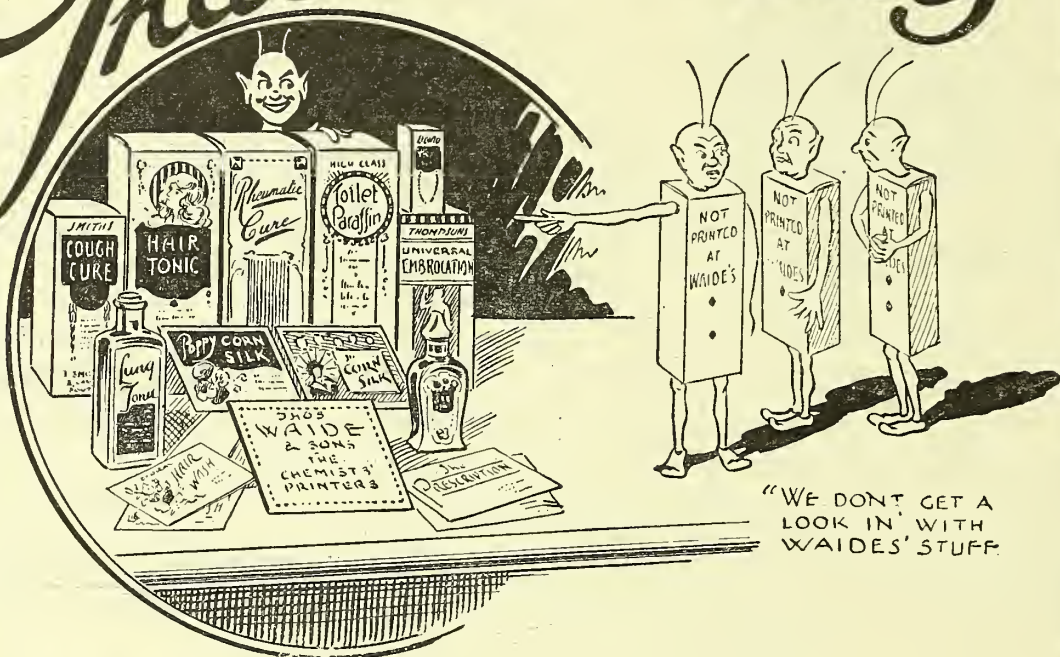
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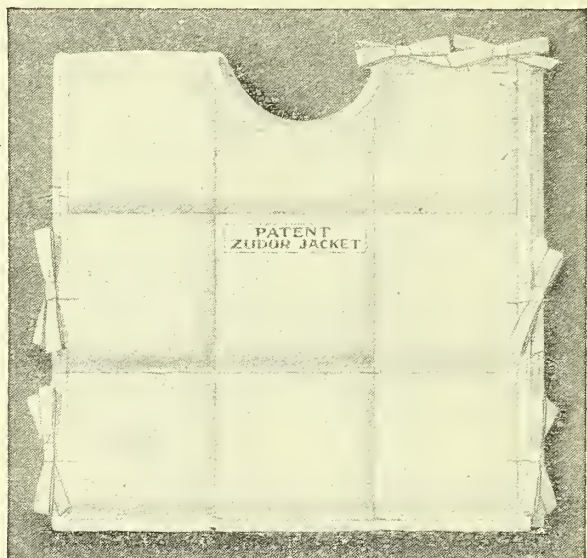
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BONUS. With orders for six dozen a bonus of three of size 2 and three of size 3 is given, and with orders for one gross six of size 2 and six of size 3, together with appropriate show matter.

RECOMMENDED originally by Professor Gamgee—and widely advised by the Medical Profession. “Zudor” Jackets give **complete protection** to the back and chest, and are invaluable in cases of **Chill, Bronchitis, Influenza, etc.**

Announcing

PINAMINTS

A new and agreeable Lozenge composed of Pine, Aniseed & Peppermint.

71% to 75%

PROTECTED PROFIT

Pinamints are cartoned 1 oz. (approx.) retails at 3½d., in display outers of 6 doz. 2 oz. (approx.) retails at 6d., in display outers of 3 doz.

3½d. size (P.A.T.A.) - - 24/- gross
6d. „ „ - - 42/- „

FIVE-PIECE WINDOW DISPLAY

comprising 1 central showcard, one hanging showcard and three smaller showcards. The above is

GIVEN FREE

with orders for one gross. Display material cannot be packed with orders below 1 gross.

5-GROSS LOTS

at 23/- and 40/- respectively, but one set window material only included.

PINAMINTS IN BULK

1 lb. at 1/8, 14 lbs. at 1/7, 28 lbs. at 1/6, 56 lbs. at 1/5, but no cartons or display matter furnished with bulk lots.

Cuxson Gerrard & Co., Ltd.

MANUFACTURING
- CHEMISTS -

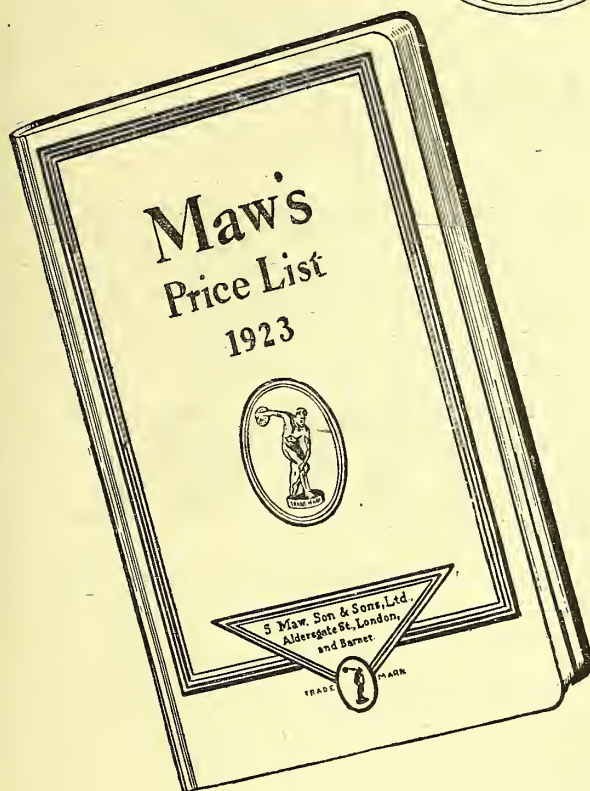
Contractors to the War Office, Board
of Admiralty, India Office, etc.

- OLDBURY -
nr. BIRMINGHAM

Maw's



Page



Maw's Price List 1923

The invaluable reference list for every pharmacist who believes in good buying and appreciates good profit. Are you using it? It is the encyclopædia of druggists', medical, and surgical sundries, and is worthy of a place in any pharmacy in any part of the world.

S. Maw, Son & Sons, Ltd.,
Aldersgate St., London,
and Barnet.



Telephone: City. 7
Private Branch Exchange
Telegrams: Eleven Cent London

Cables: Eleven London
Code: A.B.C. 4th & 5th Edition

LIVERPOOL VIRUS ADVERTISING RINGS THE BELL!

THE response to the advertising of the "Mice" Virus which commenced in April has been shown by an almost immediate increase in the sales by chemists in all parts of the country.

"Mice" Virus like the "Rat" is now put up in neat, compact display outers, which take up but little space on your counter.

Be assured that these gaily coloured caskets *sell the goods*. Send your order now while the Mice are migrating from the fields to the houses and the Press is proclaiming the merits of "Liverpool Virus" for their destruction.



IN DISPLAY OUTERS OF $\frac{1}{2}$ DOZ.

For MICE [1/6] 12/- doz.

For RATS [2/6] 20/- doz.

EVANS

EVANS SONS LESCHER & WEBB, LTD.
LIVERPOOL New York LONDON

Natural Mineral Waters.

WE beg to inform the Trade that we are regularly receiving consignments of Natural Mineral Waters from the Continent and other parts of the world.

AESCLAP
AIX-LES-BAINS (DEUX
REINES)
APENTA
APOLLINARIS
BARIUM
BILIN
BONNES
BOURBOULE, LA
BUXTON
CARLSBAD
CARLSBAD SPRUDEL-
SALT

CHALLES
CHATEL GUYON
CHELTENHAM SPA
CONDAL
CONTREXÉVILLE-
PAVILLON

COULSWORTHY
EMS WATER
EMS SALT & PASTILLES
EVIAN-CACHAT
FACHINGEN
FARRIS
FLITWICK
GIESSHUBLER (MATTONI)
HUNYADI JANOS
INSALUS
KRONENQUELLE
LEAMINGTON SPA
LEVICO



MALVERN (ALPHA)
MONT DORE
MONTMIRAIL
MONTREUX
NOCERA UMBRA
PERRIER
PLOMBIÈRES
PLUTO
POLAND
PURGOS
ROYAT
RUBINAT-LLORACH
RUBINAT-SERRE
ST. BOES
ST. GALMIER
ST. MARCO
SANGEMINI
SELTERS (IN STONE JUGS)
SULIS
TANSAN
VALS
VICHY-CÉLESTINS
Do HOPITAL
Do GRANDE GRILLE
VICHY SALTS
VICHY PASTILLES
VITTEL
VILLACABRAS
WILDUNGEN
WOODHALL SPA
WOODHALL MOTHERLYE
WYCHIA

PRICES OF THE ABOVE QUOTED ON APPLICATION.

Any Natural Mineral Water not in stock, if procurable can be imported to special order during the Season.

INGRAM & ROYLE, LTD.

BANGOR WHARF, 45 Belvedere Road, LONDON, S.E.1

Telephone: HOP 4343 (2 lines).

Telegrams: "INGRAM ROYLE, WATLOO, LONDON."

LIVERPOOL: 19 South John Street.

Telephone: Bank 4528. Telegrams: "CELESTINS, LIVERPOOL."

BRISTOL: Bath Bridge.

Telephone: 1113. Telegrams: "SPRUDEL, BRISTOL."

Jose Serrano Wines

Britain's most popular wine is Port. It suits the national taste, and peculiarly enough the English climate helps the wine to mature in a way which is unequalled in any other part of the World. "José Serrano" is *vintage* growth ripened and matured in the wood to bring out its fullness and colour. By bottling and laying down at the moment of maturity, its rich fruitiness and flavour are enhanced and its character determined. *Such is the care* which centres around "José Serrano"—and which makes it the most popular Port handled by the Chemist.

The demand which exists for a Port to retail at 4/6, has induced us to offer "Rodrigo" Port, a fine old Tawny Port which is unequalled at the price.

1-3 doz. 6 doz. 1 gross.

"José Serrano" Full Bodied Port

In bottles, 6 to gallon 60/- 59/- 58/- doz.

"Rodrigo" Fine Old Port

In bottles, 6 to gallon 42/- 41/- 40/- ,,

"José Serrano" Sherry

In bottles, 6 to gallon 59/- 58/- 57/- ,,

*Serve yourself, and favour us by
ordering Christmas Wines early.*



AYRTON SAUNDERS & CO. LTD

Wine Importers

LIVERPOOL, ENG.

THOS. GUEST

AND CO., LIMITED

ANCOATS, MANCHESTER



Iodised Throat Tablets

**B.C.L. Chest & Lung
Lozenges**

Red Gum Pastilles

**Glycerine, Lemon and
Honey Pastilles**

**Bismuthated Magnesia
Lozenges**

FULL RANGE OF NEW SHOWCARDS
FOR THE COMING SEASON.

London Depot:
1 SWAN STREET, MINORIES, E.1

Telephone - - - Avenue 6255

39% PROFIT

Chemists who will give a 10 days' Glaxo Window Display can buy on terms which show 28 per cent. to 39 per cent. profit on outlay (from 20 per cent. and 2½ per cent. to 20 per cent. and 10 per cent. on turnover).

Special Display Terms

Net prices per dozen tins, after deducting discount and Special Display terms, are as follows:—

Retail Price	£3 orders	£6 orders	£12 orders
	PER DOZEN	PER DOZEN	PER DOZEN
1/6 Glaxo	14/1	13/8	13/-
2/6 „	23/5	22/10	21/7
4/6 „	42/2	41/-	38/11
7/6 „	70/2	68/5	64/10

Orders for Glaxo on these special terms can be executed by any of the Official Glaxo Distributors, to whom they will be passed, if desired, by

THE SALES MANAGER
GLAXO HOUSE, 56 OSNABURGH STREET
LONDON, N.W.1

1 FORMULA

2 COATING

3 FINISH

4 PROFIT

5 DISPLAY

1. THE FORMULA is of undoubted efficacy as is proved by the growing demand for Emulsion Pastilles after many years of public trial.

2. THE COATING is one that was invented by us many years ago. It is always pleasant to taste and smell.

3. THE FINISH is hard and glossy and does not collect dust when exposed for sale.

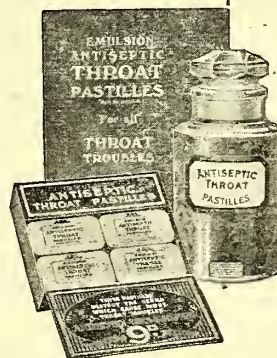
4. THE PROFIT is on unusually generous lines. Buying on the most favourable terms shows 50% on selling price.

5. THE DISPLAY facilities include: cut-stoppered showjars, wood-veneer show-cards, "marble" tins in black and gold display outers, &c.

EMULSION ANTISEPTIC THROAT PASTILLES

EMULSION Throat Pastilles (Kerfoot) have never been advertised direct to the public and rarely to the trade, yet the demand for them has been continually increasing for many years. And this is not surprising when one remembers their medicinal efficacy, their hard glossy finish (reminiscent of the highly polished lustre of good coach-work), their effective display matter and generous profit.

PRICES: In Bulk 3/- per lb. Reduction on 14 lb. and 28 lb. orders. Packed in "Marble" Tins, 9d. size, 5/6 dozen. 1/4 size, 11/- dozen. Bonus on orders for one gross tins.



THOMAS KERFOOT & CO LTD
BARDSLEY VALE, LANCASHIRE,
& Bardsley House, London, N.1
 ESTABLISHED 1797.

IF YOU WANT GOOD VALUE
IN
**FOREIGN AND
BRITISH WINES**

"Crown" Brand

Liebig's Meat and Malt Wine, "Win-Ferro" — Tonic Blood Wine, Lime Juice Cordial and Lemon Squash

Write to:—

LAMB & WATT, Ltd.

48 ST. ANNE STREET, LIVERPOOL

for Price List.

ESTABLISHED 1847.

Highest Awards at all International Exhibitions
where shown.



Saint-Raphael

**Tonic, Restorative,
Digestive Wine.**

Known throughout the World,
and prescribed in all cases of
**ANÆMIA, DEBILITY, and CON-
VALESCENCE, to Young Women,
Children and the Aged.**

DOSE : One wine-glass after the
two principal meals.

Recommended by—
PROF. BOUCHARDAT, Professor of
Hygiene, Paris Faculty of Medicine.
DR. MACNAUGHTON JONES, London,
England.

"For more than thirty years St. Raphaël Wine has been
exclusively prescribed, with success, in the Paris hospitals
as a pure tonic, by eminent physicians, such as Magendie,
Roussin, Chomel, Velpeau, Requin, Monneret, Trousseau,
Grisolle, Laënnec, &c."—*Union Médicale*, May 8 and
June 12, 1873.

"The 'Vin de St. Raphaël' is often used for ladies
nursing their own children; it is preferable to stout, which
creates an unhealthy fat."—*The Lancet*, London, England.

"St. Raphaël Wine is most precious in all cases where
it is necessary to give tone to the system, without effort
or shock."—DR. C. DES BARRES.

**Cie du VIN SAINT RAPHAEL, Valence, Drome,
FRANCE**

**To be obtained from all
Wholesale Druggists.**

PURE ORANGE WINE

A. MILLAR & CO., LTD., DUBLIN

(VINUM AURANTII B.P.)

Prepared in strict accordance with the Formula of the British Pharmacopœia.

(Wholesale only)

Samples from Head Office, Thomas Street, DUBLIN, or London Office, 74 Great Tower Street, LONDON, E.C. 3.

IN BARRELS, WINCHESTERS
AND BOTTLES.

SAMPLES and QUOTATIONS from
HERTZ & CO.,
9 MINING LANE, LONDON, E.C.

40 Years' Highest Reputation

Jensen's

FINEST

NORWEGIAN

COD LIVER OIL

Dr. DE JONGH'S

LIGHT BROWN

COD LIVER OIL

IN IMPERIAL HALF-PINTS, 4/-

ANSAR, HARFORD & CO., LTD.

182 Gray's Inn Road - - LONDON

SOLE CONSIGNEES.

NURSE HARVEY'S MIXTURE

A safe, simple, and reliable remedy for Children's
Ailments is advertised so extensively in the daily
and weekly Press as to bring mothers to the
retailer without effort on his part.

The selling has been done before the mother
reaches the chemist, and, having supplied her, it is
only common sense to claim she will buy other
family necessaries from him. Moreover, the retailer
has a profitable return on a quick turnover.

For Direct Terms apply to—

OSCAR SCRUTON & CO., YORK

Display NOW

this rapid seller



72/- per gross
Under 6/6 doz.

Retail price,
10½d. 3 for 2/6

MOORLAND Scotch Ginger Wine is fast becoming the favourite. Its flavour is just what the housewife likes *her* ginger wine to taste like, but with loose ingredients she knows that she can't guarantee it.

Simply prepared by the addition of 2lbs. of sugar and water, a bottle makes a gallon of wine all ready for drinking. It's just the thing for parties and dances.

Orders executed in strict rotation as demand is already heavy.

This is the weather for Nupines

Sanitape packed
45/- per gross.

Loose in cartons
(approx. 2 oz.)

48/- per gross.

Retail 6d.

Are you getting your share of this big business? Nupines are the pine tablets people ask for. Supplied either Sanitape packed or 2oz. loose in cartons.

Prompt deliveries, and good Show-matter; an excellent profit and an advertised line.

W.B. CARTWRIGHT, Ltd., RAWDON, Nr. LEEDS



BRAND'S ESSENCE

of Beef, Mutton or Chicken consists solely of the juice of the finest meats, prepared with the greatest care under the most hygienic conditions.

Essential in the Sick Room.

Sold by all Chemists and Stores.

BRAND & CO., LTD.

Mayfair Works, Vauxhall, LONDON, S.W.8.



BAISS BROTHERS & Co. Ltd.

Established 1833

GRANGE WORKS, LONDON, S.E.1

*Wholesale & Export Druggists
and Manufacturing Chemists.*

Telephone: Hop, 4362 (3 lines),

Telegram: "Ipecac, London."

Anticipate your winter demands and ask us to quote you for

COD LIVER OIL EMULSION

AND

**EXTRACT OF MALT and COD
LIVER OIL.**

Two of our leading lines, very attractively got up and unsurpassable in quality.

DELIVERIES BY OWN MOTOR SERVICE IN THE HOME COUNTIES, INCLUDING COAST TOWNS.

QUALITY MAKERS of

Malt Ext. and

All packings.

Malt & Oil

C. Tolkien & Co. Factory & Maltings — Apollo Works, Offices & Warehouse—Commercial Mills, **Blackburn.**

Established 1886.

BELFAST—31 Antrim Road.

ATKINSON & BARKER'S INFANTS' PRESERVATIVE

THE BEST AND SAFEST INFANTS'
MEDICINE OF OVER 120 YEARS' STANDING.

Prices and Terms on application to **R. BARKER & SON, Ltd.**
13 Wesley St., G.-on-M., MANCHESTER.

**DOES
NOT
CONTAIN
any
SCHEDULED
POISON.**

**High Quality and a wide Choice
of handsome packs have secured
for us a record**

MALT EXTRACT Season

HAVE WE HAD YOUR ORDER YET?

FOUR months of heavy Malt Extract trade are still available—you can make a good share *yours* by showing one of our handsome, well-labelled packs along with the display matter we send.

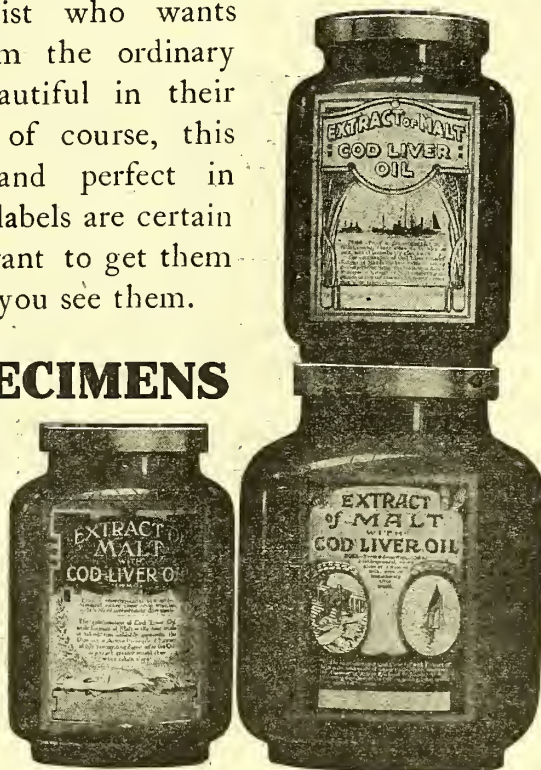
And now to late buyers we have an extra inducement to offer—we have just had two extra specially handsome designs prepared exclusively for the chemist who wants something well away from the ordinary in own-name labels. Beautiful in their bright colouring (which, of course, this block cannot suggest), and perfect in lettering and design, these labels are certain to please you—you will want to get them in your window as soon as you see them.

SEND FOR SPECIMENS

and at the same time indicate your season's Malt and Oil requirements, when back by return will come the sample labels, along with a price which you will find it difficult indeed to beat.

WRITE TO-DAY—please

GOODALL, BACKHOUSE & CO., LEEDS



ALL-SOLUBLE GOLD SEAL SUPER FLAVOURINGS

GINGER JAMAICA
GINGER WINE
DRY GINGER ALE,
"Kenilworth"
GINGER ALE, "Belfast"
LEMONS GREEN
LEMONS TRIPLE
LIME JUICE & SODA
ORANGE SWEET
ORANGE BITTER
AND OTHERS
also
CLOUDY
STONE GINGER BEER

*None equal for
Flavour, Solubility,
and Concentration*

Below Present Current Trade Rates

WRITE FOR SAMPLES AND PRICES

Clayton & Jowett LIMITED.

*Essence Distillers,
Food Colour Specialists*

LIVERPOOL

Managing Director: J. W. CLAYTON, Ph.C., F.C.S.

ESTABLISHED 1845

Look out for our Coloured Inset
in the "Chemist & Druggist" Diary

SUTTON'S

CALVES FEET JELLY

When the doctor orders Calves Feet Jelly he has in mind a product fresh from the makers. This standard of absolute freshness is possible only where the preparation of Calves Feet Jelly is regular and constant.



In order to meet normal demand, it has always been Sutton's practice to prepare fresh supplies every week. Hence the reputation of Sutton's Calves Feet Jelly (made from genuine feet), as an article of highest purity, full food value, great palatability and absolute freshness.

**PLAIN AND IN
USUAL FLAVOURS**

When you see a Sutton product its finer quality is obvious

Please send for terms—

G. F. SUTTON, Sons & Co.
Brandon Road, York Road,
King's Cross, London, N.7.

"A good name is more than riches"

NEW PRICES and SIZES of

IRVONA

THE GREAT NERVE FOOD AND FLESH BUILDER

IN response to the demand for this excellent tonic and flesh-building treatment at popular prices, the following prices and terms are now in force:—

1/3 size "IRVONA," Trade price 12/- per doz.

5/- " " " " 48/- "

12/- " " " " 115/- "

Old sizes (3/- and 15/-) credited in full in exchange for the new sizes.

Another line rapidly growing in popularity:—

"IRVOLAX," (the safe aperient).

1/3 size " " " " 12/- per doz.

3/- " (four times the quantity) 27/- "

Obtainable through the usual wholesale houses, or direct if cash sent with order.

P. J. WILLIAMS
27 Finsbury Street, LONDON, E.C.2

PACKED GOODS

Put up in Best Style and at Competitive Prices.

Carlsbad Salt

In 8-oz. W.G. bottles
and cartons ... 15/- doz.



Cod Liver Oil

(Finest Norwegian)

8-oz. 8/- doz. ... 16-oz. 13/- doz.



Paraffin Liquid, B.P.

Absolutely Odourless & Tasteless.

4-oz.	...	...	7/- doz.
8-oz.	...	...	10/3 "
12-oz.	...	...	15/- "
16-oz.	...	...	17/6 "

Chemical Food

Prices in Coloured Cartons. Free.

4-oz. fluid	...	7/6 doz.
8-oz. "	...	10/6 "



Cod Liver Oil Emulsion

"4 Medals" Brand, 33%

4-oz.	...	...	7/- doz.
6-oz.	...	...	8/6 "
8-oz.	...	...	10/6 "
12-oz.	...	...	14/- "
16-oz.	...	...	16/- "

Clinical Thermometers

"EKLIPS" BRAND.

BEST ENGLISH MAKE.

CENTIGRADE OR FAHRENHEIT.

(Ordinary Pattern.)

Hospital pattern	...	...	12/- per doz.
" " lens front	...	...	14/- "
60-seconds, plain	...	...	15/- "
" " lens front	...	...	16/6 "
30-seconds, plain	...	...	17/- "
" " lens front	...	...	19/- "

(Quick Set.)

Hospital pattern	...	...	20/- per doz.
" " lens front	...	...	22/- "
60 seconds, plain	...	...	23/- "
" " lens front	...	...	25/- "
30 seconds, plain	...	...	24/- "
" " lens front	...	...	27/- "

Each one in metal case, and packed in a specially designed card box with descriptive label on lid.

Discount according to quantity.

H. E. STEVENSON & CO.

Manufacturing Chemists and Wholesale Druggists,

122 Great Suffolk Street - London, S.E.1

The 'ESSENFLOUR PRODUCTS Ltd.'

*Distillers of Essential Oils and
Manufacturers of Perfumery Products*

MYSORE - - S. India

have been appointed as from the 1st Sept.,
1923, Sole Consignees and Distributors of

MYSORE GOVT. SANDALWOOD OIL

Satisfying all pharmacopœia and possessing an excellent aroma.

*Samples and prices will be readily supplied
on application to our correspondent at*

'PERFUME HOUSE,' 6-8 Beauchamp Street, London, E.C.1

Telephone : HOLBORN 2499.

Telegrams : "EKDUM LONDON."

HERE IS THE LINE you must surely have
been looking for in order to **increase your
profits** and meet your customers' ever-
increasing demand.

"GALJADO" SCURF LOTION
for all SCALP and HAIR TROUBLES.

Small size, 10/6 per dozen.	S.P. 1/6 per bottle.
Standard " 16/6 "	S.P. 2/6 "
Large " 33/- "	S.P. 4/6 "

"GALJADO" TOILET PREPARATIONS are universally
renowned, and are obtainable of all Wholesalers or direct.
Current price lists sent free on application to

THE GALJADO PERFUMERY CO., Ltd.

9 Goswell Road, LONDON, E.C.1.

Assist British industry by recommending the
'WATTS' Sheffield-made Safety Razor Blade,
the blade of super-keenness.



A counter display will help.

A user writes : " Can't understand
people buying foreign blades when
such as yours are obtainable."

**12 Perfect Blades
in Every Dozen.**

For Gillette-Type and
Auto-stop-type holders

3/6

per doz.
allowing
50% PROFIT
on cost for
the dealer.

Sole Manufacturers : **JOHN WATTS,**
Dept. 3, LAMBERT WORKS, SHEFFIELD.

London : 24, REDCROSS ST., E.C.1.

Established over 150 years.

DODGE & OLCOTT CO., 20 MARK LANE,
LONDON, E.C.3.

THE "D & O" BRAND
is the "Standard of Quality" for

OILS of BAY, CEDARWOOD, PATCHOULI, PEPPERMINT,
SASSAFRAS, ETC.

BALSAMS of Copaiba, Peru, Tolu.
TONKA BEANS, Angosturas.

Phone—
CITY 2468.

Telegrams—
"EGDARF, FEN, LONDON."



200 YEARS

*Continual demand
for the Original!*

Sell your customers the Eau de Cologne that has been used by every ROYAL COURT in EUROPE, viz. the "GENUINE & ORIGINAL."

For over 200 years it has been used and its superiority realised by all classes, so much so that over 50,000 dozen alone were sold annually in this country without a penny being spent on Advertising.

To-day it is again coming into its own, as the first and best Eau de Cologne.

SPECIAL XMAS OFFER:

Remember, the "GENUINE AND ORIGINAL" was manufactured by JOHANN MARIA FARINA IN 1709, and bears the Label reprinted here:
(No other can be the Genuine or Original!)

A limited supply is now available for the Christmas Trade, and prices, with particulars of special terms showing a handsome profit, will be readily forwarded on application to the Sole Agents.

The Genuine & Original EAU de COLOGNE

ESTABLISHED 1709.



BLACKALLER & PLEASANCE, 8 Laurence Pountney Hill,
Cannon Street, London, E.C.4.

SPURWAY ET CIE, LTD.

89 Great Eastern Street,
LONDON _____ E.C.2.

*We are actual distillers
and manufacturers of—*

ESSENTIAL OILS

BERGAMOT
LAVENDER

GERANIUM
NEROLI

OTTO OF ROSE

Cinnamon
Cloves
Eucalyptus
Lemon
Lemongrass
Petitgrain

Portugal
Peppermint
Rosemary
Santal
Thyme
Verbena, etc.

FLORAL OILS

Highly concentrated oils, manufactured direct from
the flowers by our special "enfleurage" process.
Can be diluted down with Mineral Oil to any
strength for the preparation of Brilliantines.

IN ALL ODOURS.

FLORAL WATERS

ROSE ELDER FLOWER
ORANGE FLOWER

Distilled direct from the flowers.

PERFUMES of every kind

BULK or BOTTLED

All our Perfumes are made with natural floral
bases, which are manufactured from the fresh
flowers grown on our own plantations.

Can be supplied in all degrees of
concentration and for all purposes.

Factories & Distilleries :

CANNES-GRASSE, FRANCE.

PARIS NEW YORK
LEIPSIC KINGSTON (Ontario).

JAKSON'S PEPPERMINT, LAVENDER & CAMOMILE OILS

are the BEST.

Produced and Prepared by
**THE LARGEST GROWERS & DISTILLERS
IN ENGLAND.**

Distillery :
J. JAKSON & CO. (Mitcham Rd., 1921), LTD.
Mitcham Road, WEST CROYDON.

AGENTS for the U.K. :
F. NEWBERY & SONS, LTD.
27 & 28 Charterhouse Square, London, E.C.1

NEW LINES

FOR THE
Coming Season

IN
**MANICURE SETS
DRESSING CASES
SCENT SPRAYS
EBONY TRINKET SETS
POWDER BOWLS
SHAVING STANDS**

ARTHUR BERTON, Limited
15-17 Worship Street, LONDON, E.C.2.

MANCHESTER and GLASGOW
36 Chapel Street, Victoria Bridge. 84 Miller Street.
Telegrams : "Aybelim, Finsquare, London."
Phones : Clerkenwell 1347, 1348, 1349 (Private Exchange).

Essences & Synthetics Ltd.

Directors : D. MISELL, W. M. VALON, T. H. BULL.

4 CARLISLE AVENUE, FENCHURCH STREET, LONDON, E.C.3.
Works : HULL.

*Manufacturers of Synthetics and Importers of
Essential Oils and Pharmaceutical Products.*

Telephone: AVENUE 1419.

Telegrams: "Essynthet, Ald, London."



CITRAL 100%

GERANIOL EXTRACT FROM JAVA & PALMAROSA

GERANIOL ESTERS

IONONES, 100%, ALPHA & BETA

LINALYL ACETATE 92%

Ester from Bois de Rose.

LINALOL

From Bois de Rose.

A colourless Oil with the characteristic
odour of Bergamot. Specially adapted
to Lily of the Valley and Jasmin odours.

RHODINOL OTTOS

RHODINOL ESTERS

ESSENCE SAUGE SCLARÉE

E. & S. Brand.

TYPE SOLUBLE is more soluble in Alcohol and is recommended
for use as a base in modern compositions.

SAMPLES FOR TESTING PURPOSES WILL BE SENT ON APPLICATION.

CHRISTMAS SALES

Prominent "business-pulling" advertisements in the leading Society weekly and popular daily papers will ensure a phenomenal demand for

"4711"

as

XMAS & NEW YEAR GIFTS

Are you prepared with Supplies?

"4711" Sells on Sight

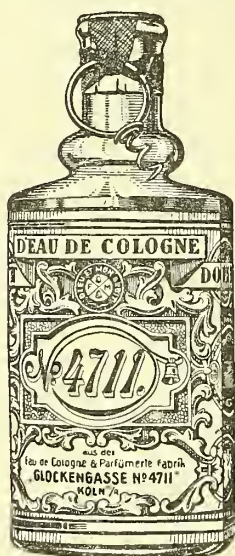
"4711" Pays to Sell

"4711" Gives Satisfaction

"4711" Brings Repeat Orders

*"4711" customers are good
customers for other goods.*

Order **now** to ensure early delivery.



For special discounts and terms address trade card to:

R. J. REUTER, 69 Carter Lane, E.C.4

"4711" EAU DE COLOGNE

The Original—and Still the Best: 130 Years' Reputation.



In Green Bottles, Registered.

Frozoclone

REGD.

The Original and Best
SOLID EAU DE COLOGNE

has many imitators but no equal.

Its elegance and utility appeal to all.

Made from the finest Eau de Cologne. Refreshing when rubbed on the forehead, pleasant as a smelling bottle, invaluable in a heated atmosphere and when travelling. A real acquisition to every household. Excellent after shaving. A boon to those in hospital.

Retails at **3s. 6d.** Minimum (P.A.T.A.) Per doz. **32/-**

SPECIAL TERMS FOR BONDED SHIPMENT OF 4 gross minimum.

SOLID ENGLISH LAVENDER

TERMS AS FOR FROZOCLONE.

Similar size and packing
as "FROZOCLONE"
but in **BLUE** glass.



THE IDEAL FRUITY LAXATIVE

In Pastille form. Delicious, Reliable, Effective.

Retails at **2s. 3d.** minimum. Per dozen **21s.**

REDUCED PRICES FOR EXPORT.

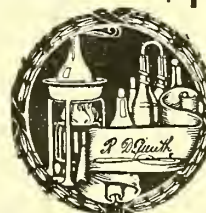


THE NAIL POLISH

with new and distinctive features.
Softens the cuticle. Brilliant polish.

Retails **1s. 9d.** Per dozen **15s.**

R. DEMUTH'S LABORATORIES
68 Salusbury Road, and Montrose Avenue, London, N.W.6



TRADE MARK
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(S)ELECTION

EUCRYL

PREPARATIONS

GET IN EVERY TIME



OUR old customers will
always vote for them. ∴
And we are ever sending
new customers to your door with
our powerful advertising.



EUCRYL, LIMITED

Shirley - - - Southampton



This Beautiful Gilt Display Stand FREE!

*With Page - Barker's
Scurf Lotion*

For a limited period we will give one of these handsome Display Stands, as illustrated, with all orders of *Three Dozen Page-Barker's Scurf Lotion*. This is in addition to the free bonus of three 2/6 bottles. You also receive a generous supply of most attractive showcards and counter leaflets printed with your own name and address, and the lotion with all these selling helps comes to you Carriage Paid. Here is an opportunity for you to make a big display of quick-selling Page-Barker—the only lotion guaranteed to eradicate Scurf. You know how quickly displayed goods sell—how slowly those that lie on a shelf amongst other merchandise. Your profit on one dozen Page-Barker alone is 12/-, but note carefully that

An order for 3 dozen
Page - Barker shows you

£2 - 3 - 6
PROFIT

GUARANTEE.

We, the Ilex Supply Co., Ltd., 252b Gray's Inn Rd., guarantee that in any case in which Dr. Page-Barker's Scurf Lotion fails to remove and entirely eradicate scurf we will refund the purchase price in full.

18/- dozen—
Retails at 2/6

Distributors & Sole
Selling Agents:

**THOS. CHRISTY
& CO.,**

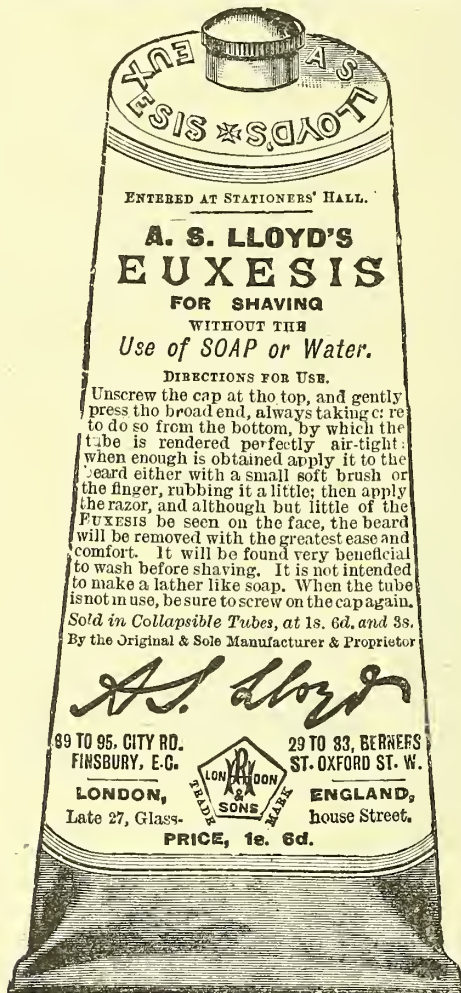
4-12 Old Swan Lane,
London, E.C.4

Dr. Page-Barker's Scurf & Dandruff Lotion

A. S. LLOYD'S EUXESIS

(THE GENUINE).

For Shaving without Soap, Water, or Brush.



Sold by all Perfumers and Chemists throughout the World.

R. HOVENDEN & SONS having purchased, under an administration suit, the Business of the late A. S. LLOYD, with the Receipt, Trade-Mark, and Goodwill of the celebrated Euxesis, the Trade are cautioned that the original and genuine Euxesis is now manufactured at our Factory ONLY and may be obtained at either of our Warehouses.

PRICES ON APPLICATION.

NOTICE.—THE GENUINE A. S. LLOYD'S EUXESIS bears a label printed in BLACK only on a Yellow ground, with our Trade Mark at the bottom, as illustration.

Proprietors: R. HOVENDEN & SONS, LTD.

LONDON: 89-95 City Road, E.C.1; and 29-33 Berners Street. W.1

DEARBORN (1923) LTD.

37 Gray's Inn Road,
LONDON, W.C.1.

Toilet Specialties.

	Price per doz.	Selling Price to Retailer P.A.T.A.
PILENTA SOAP ...	10/-	1/-
A complexion soap.		
PROLACTUM ...	10/-	1/-
For the lips.		
PARSIDIUM JELLY ...	10/-	1/-
For wrinkles.		
ALLACITE OF ORANGE BLOSSOM ...	22/6	2/6
A dressing cream.		
BORANIUM ...	22/6	2/6
A hair tonic.		
CLEMINITE ...	22/6	2/6
For a face lotion.		
COLLIANDUM ...	22/6	2/6
For a face tint.		
PERGOL ...	22/6	2/6
A deodorant.		
TEKKO PASTE ...	22/6	2/6
Camphor cream.		
STALLAX ...	22/6	2/6
For a shampoo.		
JETTALINE ...	31/6	3/6
For clearing the skin.		
PHEMINOL ...	36/-	4/-
A depilatory.		
MENNALINE ...	36/-	4/-
For the eyelashes.		
MERCOLIZED WAX ...	31/6	3/6
A face cream.		
STYMOL ...	36/-	4/-
For oily complexions and blackheads.		
SILMERINE ...	22/6	2/6
Hair-curling fluid.		
BARSYDE ...	22/6	2/6
Dandruff eradicator.		
TAMMALITE ...	22/6	2/6
For grey and faded hair.		
LIQUID PERGOL ...	31/6	3/6
To check excessive perspiration locally.		
BICROLIUM ...	22/6	2/6
For whitening the hands.		
COCONOIDS ...	31/6	3/6
For figure development.		

The Products of

Messrs. PARKER, BELMONT & CO.

CLYNOL BERRIES	36/-	4/-
For obesity.		
	58/6	6/6
SOFT PALERIUM...	45/-	5/-
For wrinkles.		
LIQUID NAIL POLISH ...	10/-	1/-
Brilliant and lasting.		

Stocked by ALL Wholesale Houses.

COLONIAL DEPÔTS AND AGENCIES.

Australia: ALL WHOLESALE, & DEARBORN (Australia), Ltd., Grace House, Clarence Street, Sydney.
South Africa: LENNON Ltd., Cape Town, etc.
SIVE BROS. & KARNOVSKY, Johannesburg.
India: FRAMJEE & SON, Bombay.
A. I. CHOUDRY, Calcutta.
New Zealand: SHARIAND & CO., Auckland & Wellington.
South America: DEARBORN (South America) Ltd., Calla Salta 261, Buenos Aires.
Straits Settlements & Federated Malay States: MEDICAL HALL, Ltd., Singapore.

A. S. LLOYD'S EUXESIS.

For Shaving without Soap, Water, or Brush.

CAUTION.

The Labels on GENUINE EUXESIS bear two signatures—
A. S. Lloyd in Black Ink, and that of his Widow,
Aimée Lloyd, in RED. Refuse any other.

**Sole Manufacturers and
Proprietors:**

AIMÉE LLOYD & CO.

**23 PANTON STREET (formerly named Spur Street),
HAYMARKET, LONDON, S.W.**

N.B.—When ordering from Wholesale Houses write LLOYD'S EUXESIS (WIDOW'S).

**January
to
December**

THERE are some lines that you stock that only have a Season's trade, and most lines that you stock show you far less than 100% profit. Would it not be profitable to give serious thought to a line that sells all the year round—a line that is wanted by everyone and shows a 100% profit to you? **THIS LINE IS "LITTO."** "LITTO," as you may know, is a preparation that is unexcelled for the treatment of all hair troubles. There are several varieties of "LITTO," which have been specially prepared to be of the utmost benefit in the treatment of one or other of the hair disorders that are so prevalent.

"LITTO" Sebacid stops hair from falling and promotes a new growth. "LITTO" Standard, a daily dressing, keeps the hair in condition. "LITTO" Special for excessive greasiness. "LITTO" Fixo controls the hair, and "LITTO" Alopecoid is the recognised remedy for that troublesome complaint Alopecia, and is guaranteed to fulfil the claims made for it.

Many Chemists are doing a big "LITTO" business. If you are not one of these, let us help you to build it up.

P.A.T.A. **LITTO** P.A.T.A.
REGD

The Guaranteed Hair Tonic.

**"LITTO" Laboratories, 2 NEWINGTON GREEN,
LONDON, N.1.**

"OWTAZIN"
Regd.
OUT—AS—IN



**VACUUM
FLASKS**

GUARANTEED DOUBLE TESTED.

Delivery from Stock. Free Cases,
Carriage Paid. Samples and Prices
sent per return of post.

OWTAZIN CO. J. TOLMIE, M.P.S.
Proprietor.
50-51 FORE STREET, LONDON, E.C.2.
Phone: London Wall 5482.

Chemist and Druggist SUPPLEMENT

Is an infallible help when you want
to buy or sell a business, secure an
agency, an assistant or a situation, or

SELL SURPLUS STOCKS.

*The Tariff is printed on the front cover of the Coloured
Supplement.*

Address all inquiries to—
**The Publisher: THE CHEMIST AND DRUGGIST,
42 Cannon Street, LONDON, E.C.4.**



EVAN WILLIAMS' ORIGINAL Henna Shampoo

One of our Customers says:

"We are always pleased to handle Evan Williams' Specialities for, amongst other reasons—

"We never get any complaints.

"They are quick sellers.

"You leave the retailer a good margin of profit."

The EVAN WILLIAMS CO., LTD.,
14/15 Union Street, LONDON, W.1.

Display Forhan's Showcards

There is unlimited scope for sales of Forhan's For the Gums.

It not only checks Pyorrhoea, but is a very pleasant dentifrice, cleaning and preserving the teeth.

Every passer-by is a prospective customer of Forhan's For the Gums.

Tell them about it. Not individually but collectively, by means of Forhan's For the Gums showcards.

They work unceasingly, attracting, arresting, convincing people of the necessity for Forhan's For the Gums.

Making sales for you—profitable and ever increasing.



Forhan's

FOR THE GUMS

THOS. CHRISTY & CO., 4-12 Old Swan Lane,
London, E.C.4.

The Popularity of "Harlene Hair Drill"

EVERY DAY EMPHASISES THE NECESSITY
FOR MEETING THE PUBLIC DEMAND.

The widespread publicity initiated by the Proprietors of "Harlene" over a number of years and vigorously maintained right up to the present time continues to draw an immense response from all parts of the country. Thousands of sample parcels are dispatched daily, thus increasing the number of possible customers to retail stores everywhere.



NOTE—The Contents of the Free "HARLENE" OUTFITS comprise :

- | | |
|---------------------------------|---|
| 1. A Trial Bottle of "Harlene." | 3. A Trial Bottle of "Uzon" Brilliantine. |
| 2. A "Cremex" Shampoo Powder. | 4. Illustrated Book of Instructions. |

FOLLOW THE TIDE OF SUCCESS.

Watch the Great Free Gift Advertising Campaign that brings the Customers to your Shop.

HAVE YOU A GOOD STOCK OF "HARLENE HAIR DRILL" PREPARATIONS ?

*No Chemist or Store can afford to be without
: this unique line of Toilet Preparations :*

"HARLENE" FOR THE HAIR
"UZON" BRILLIANTINE
"CREMEX" SHAMPOO
POWDERS
"ASTOL" FOR GREY HAIR

"ASTINE" VANISHING CREAM
"ASTINE" TOOTH CREAM
"ASTINE" SHAVING STICK
"ASTINE" NAIL CREAM

For Particulars, Terms, &c., write to

EDWARDS' HARLENE, Ltd. 20, 22, 24 & 26 LAMB'S CONDUIT STREET : LONDON, W.C.1.

PRICE'S GIFT of LAVENDER SACHETS

WE have the pleasure to announce that commencing in November, and until further notice, we are enclosing with each 6 and 12 cake box (toilet and bath size) of

Price's Renowned Old English Lavender Soap



a handsome perfumed satchel filled with the finest lavender flowers. This charming gift is certain to appeal to the public and stimulate the demand for PRICE'S RENOWNED OLD ENGLISH LAVENDER SOAP—the soap in the neat wooden boxes. Your enquiries will be appreciated.

PRICE'S SOAP CO. LTD.,
BLACKFRIARS :: E.C.4.

Works :
GREENWICH.

HAVE YOU HAD YOUR FREE SAMPLE YET ??



Owing to lack of space in our warehouse, we are clearing several hundred cases of Foot Powder in case lots containing 200 Gold Tins, as illustration, at £1 2s. 6d. per case. Don't lose sight of the fact, less than 4½d. per tin, delivered free to your door in United Kingdom. Irish Orders £1 per case. Carriage forward.

SEND 3d. IN STAMPS FOR
FREE SAMPLE NOW.

No. 460. Old Type GILLETTE
RAZORS, Black Case, 1
U.S.A. Blade, 3/6 each,
38/- doz.

Gillette Blades, U.S.A., 29/- per
box.

Canadian Gillette Blades, 28/-
per box.

Valet Blades, 3/- per packet of
10 blades.

7 O'Clock Clemak, Durham-Duplex Blades, 1/8 packet.
Ever-Ready Razors, 5/-, Standard, 20/- doz.; 7/6 New Gold
Metal, 22/- doz.

Ever-Ready Blades, 2/6 pkt.; 29/6 gross.

Roll - Fix Stropping Machines, 4/- each.

Hair Brushes (Military Fashion), 5/9 doz. 3 doz. 16/-
Shaving Brushes, good selection sent on appro. 6/6
(returnable if desired). FRENCH BATH SOAPS (5 oz.)

Attractively packed Oval Tablets, 5/6 doz.; 3 doz. 15/-

Cash with Orders.

Post Free.

ALFRED FRANKS, 23 Bartlett's Buildings,
LONDON, E.C.4.
(only address)

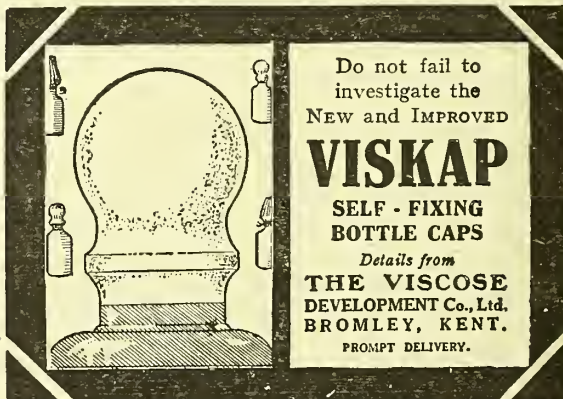
A GREAT TOILET COMFORT. "POUDRE DE SANTÉ."

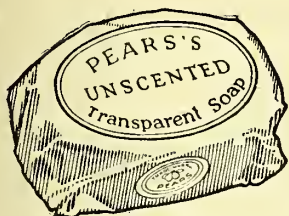
IN the way of toilet powders POUDRE DE SANTÉ is "off the beaten track," and has not one single drawback. It is effective, convenient, absolutely harmless, pleasant to use, and neither injures nor discolours the underwear. It prevents all tendency to chafing, and completely obviates all the unpleasantness of

PERSPIRATION

and being a perfect deodorant corrects instantly all body odours. The preparation sells at sight wherever shown, and is a line well worth taking up. The retail prices are 1/3 trial size, 2/9, 3/9, 4/9, less 33% to 40% discount according to quantities, and carriage paid on large or small orders. Liberal terms to export buyers. Agents wanted for home and abroad.

Address—70a PASINGHALL STREET, LONDON, E.C.





Pertinent PARS

for
PHARMACISTS

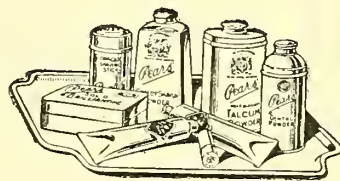
Modern manufacturing is on so large a scale that it is impossible to stock everything and difficult to know what to accept and what to refuse.

Plenty of manufacturers do little or nothing to help the Pharmacist after he has given his order. This is bad policy.

Select your stock from among those manufacturers who, like the makers of Pears' Unscented Transparent Soap, study your interest, and do all in their power to help you clear the goods they sell you.

Pears

71-75, New Oxford Street, LONDON, W. C. 1.



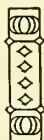
Piesse & Lubin's
"DISTINCTLY DIFFERENT"
Perfumes

BROADCASTING

GOOD BUSINESS RELATIONSHIP AND BETTER CLIENTELE

SEASONABLE PRESENTATIONS

EAU DE COLOGNE, Solide
LAVENDER WATER, Solide
COMPLEXION POWDERS
BATH SALTS (Crystals & Tablets)
BATH and TOILET SOAPS



PERFUMES that are really different,
 including the world-famed OPOPONAX,
 in a choice variety of distinctive
 packings.

COFFRETS, SACHETS, etc.

STOCK THESE HIGH-
 CLASS PREPARATIONS &

LISTEN-IN

TO THE PRAISE &
 REPEAT ORDERS.

Showrooms:

— 244 —

High Holborn
 London, W.C.1

Piesse & Lubin Ltd.
 Parfumeurs

Telephone:
 HOLBORN 4917

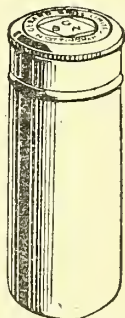
Telegrams:
 Lubins, Holb., London

Gerard's

TOILET SOAPS

Among all the innumerable brands of toilet soaps offered to the chemist, none are so worthy of his serious consideration as Gerard's. They represent the highest possible degree of purity and quality and yet can be sold, with handsome profits, at a truly competitive price.

The two lines here
 illustrated are strongly
 recommended.



SHAVING STICK
 In nickel case en-
 closed in carton.
 9/3 per dozen.

GERARD Bros. Ltd.
NOTTINGHAM



Three wrapped tablets in box. Perfumes:
 Santal, Sweet Pea Violet, Rose, Lily,
 Carnation; 40/6 per gross tablets.



By appointment
to His Royal
Highness The
Prince of Wales.

"A Gillette!—OH THANKS!"



**Secure Your share of
the Gillette Xmas trade**

**CHRISTMAS ADVERTISING
: NOW APPEARING :**

Dress your window now to link up with this intensive Xmas Campaign. Gifts for friends overseas are being bought *now*—and the gift buying season will soon be in full swing.
IT PAYS TO DISPLAY THE GILLETTE LINES.

The Gillette Safety Razor Co. have now available stocks of American and Canadian Blades, *the latest output of these two large factories.*

WRITE FOR COMPLETE PRICE LIST OF GILLETTE OUTFITS AND BLADES.

Xmas Display matter, Price tickets etc., free on request.

GILLETTE SAFETY RAZOR LTD., 184-188, GT. PORTLAND ST., LONDON, W.1.

Gillette
TRADE **Gillette** MARK
KNOWN THE WORLD OVER **Safety Razor**

The Popular Practical Xmas Gift for Men

Specify when ordering:—

"ENGLISH PROPHYLACTIC"

"ADDIS in the Blue Box"

WILL NOT COLLAPSE IN HOT WATER

Per **20/-** Doz.

VERY HARD YELLOW.
HARD. MED. SOFT.

Retail Price

2/6

each

See the correct Regd. No. 593367 on each Box.

THE BRUSH THAT ENSURES REPEAT ORDERS.

Largest British Sales built on Recommendation.

R. ADDIS & SON

Established 1788.

Brush Works, HERTFORD.

Tele.: HERTFORD 71.

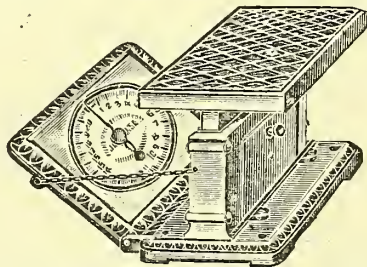
OLDEST FIRM OF TOOTH BRUSH MANUFACTURERS IN THE WORLD.

THE "JARASO" Personal Weighing Machine

BRITISH PATENT No. 23493/1910

Weighs from 1 lb. to 20 stone. The weight is reflected automatically in the mirror.

SIZE 11 x 7½ x 8 inches. WEIGHT 19 lbs.



JAPANNED WHITE.

RETAIL PRICE REDUCED TO **45/-** each

Liberal terms to Wholesale Houses, Shippers and Export Merchants for re-sale in Great Britain, Ireland and British Colonies only.

All particulars from:

ALBERT C. SHOPPEE, LTD.

(SOLE LICENSEES)

Belmont Street, Chalk Farm, LONDON, N.W.1 2

Sold by the following Wholesale Druggists:—

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Baiss Bros. & Co.
Britton, Malcolm & Waymark, Ltd.
Bourne, Johnson & Co., Ltd.
Geo. Curling, Wyman & Co.
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May, Roberts & Co. Ltd.
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Osborne, Garratt & Co., Ltd.
Reuter, R. J.
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Sangers [Ltd.
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BIRMINGHAM.

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CARDIFF.

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MANCHESTER.

Clunie & Co.
Chemists' Sundries, Ltd.
Harper, C. W.
Harrison, Chas., & Sons
Heath Bros.
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Place & Co.
Quilliam, J., & Co.
Woolley, Sons & Co. Ltd.

NEWCASTLE.

Hall Forster & Co. Ltd.

The "FORT" Brand PROPHYLACTIC TOOTH BRUSH

Each Brush packed in an Orange Carton, sealed at Factory, ensures Brush reaching customer in a clean and wholesome condition.

— In Three Sizes. —

WHOLESALE—

Full Size, 16/- doz.

Ladies' Size, 15/6 "

Children's, 11/6 "

RETAIL PRICE,

2/6

HARD
MEDIUM
and SOFT.

Also
VERY HARD
UNBLEACHED.



W. R. TILBURY & SON

Est. 1880

47 FRAMPTON PARK ROAD,
HACKNEY, LONDON, ENGLAND

*Phone - - 1794 Dalston

Compounded UP TO A STANDARD

(The Highest Possible)

Never DOWN TO A PRICE

these lines are as near perfection in their respective fields as it is humanly possible to get them, regardless of cost or selling price. Your customer requires no persuasion after he has once given our preparations a trial. He then KNOWS they are just what he wants and is interested in no others. In other words—after you make the first sale these goods go on selling themselves.



ALKIA SALTRATES

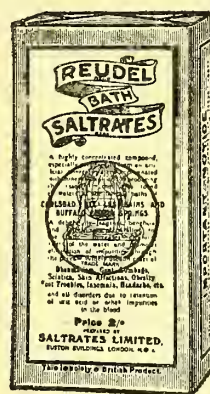
The most efficient Saline on the market and the best value for the money. Pleasant tasting and always satisfies the user. Widely advertised for Rheumatism, Gout, Sciatica, or any Liver, Kidney, Stomach, Intestinal or Blood Disorders, Catarrhal Affections, etc.

Sells at 3/3 (P.A.T.A.).

REUDEL BATH SALTRATES

The best selling and most fragrant, refreshing, beneficial and all-round satisfactory preparation for the bath—especially recommended for Corns and all Foot Troubles, Rheumatic Pains, etc.

Sells at 2/- and 3/3 (P.A.T.A.).



A FEW OF THE PROMINENT USERS

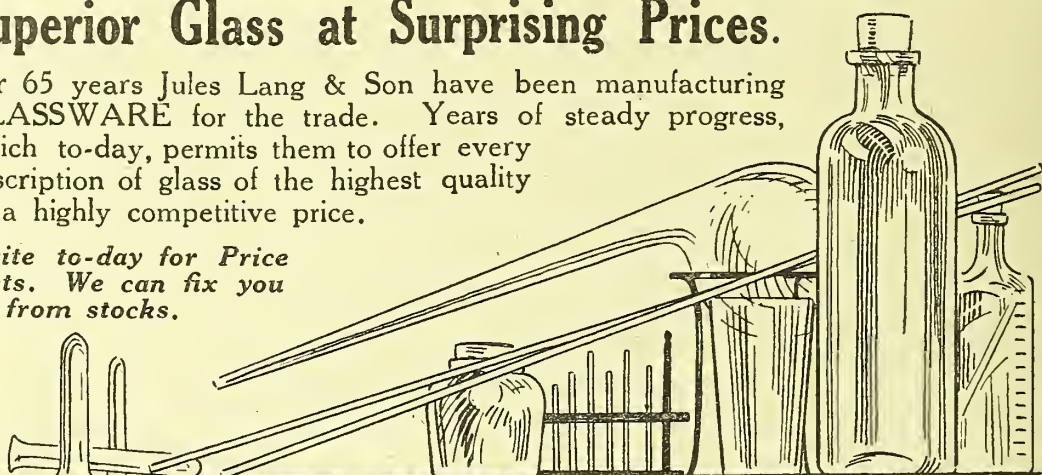
Sir Harry Lauder, George Robey, Phyllis Monkman, Leslie Henson, Harry Pilcer, Lee White, Maidie Scott, Violet Loraine, Yvonne Arnaud, Hetty King, Daisy Dormer, May Moore Duprez, Jock McKay, Jimmy Wilde, A. F. (Peggy) Bettinson, Eugene Corri, Billy Wells, Ernest Barry, Jack Donaldson, Alfred Shrubbs, J. B. Hobbs, Edgar C. Horton, H. V. L. Ross, "Andy" Ducat.

SALTRATES LTD., Euston Buildings, LONDON, N.W.1.

Superior Glass at Surprising Prices.

For 65 years Jules Lang & Son have been manufacturing GLASSWARE for the trade. Years of steady progress, which to-day, permits them to offer every description of glass of the highest quality at a highly competitive price.

Write to-day for Price Lists. We can fix you up from stocks.



JULES LANG & SON



The Glass Specialists
CHARLTON PLACE
ISLINGTON LONDON N.I.



TELEPHONES; NORTH 2770-2 (3 lines).

(OPPOSITE AGRICULTURAL HALL.)

TELEGRAMS: "ASSORTED, PHONE, LONDON."

CODES—A.B.C. 5th Edition, SCOTT'S 10th Edition (1906), and Bentley's Complete Phrase Code.

GLASS BOTTLES

Medical Flats, Panels,
 Vials, Limes, Poisons,
 Honey Jars, Screw
 Pomades, etc., etc.

TOM LAYCOCK & CO.

Cabinet Chambers,
 Basinghall Street, LEEDS.

For _____

Accurate
 Capacity
 Medical
 Bottles

and with

CORRECT GRADUATIONS,

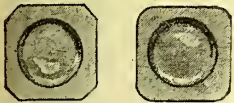
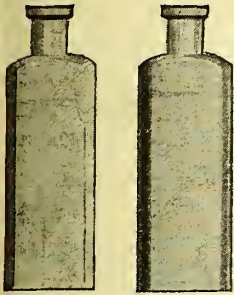
in

WHITE FLINT GLASS,

Be Sure and Write

The
RYLANDS GLASS and
ENGINEERING Co. L^{TD}.
 BARNLEY, ——— YORKS.

(Regd. Trade Mark No. 26866)

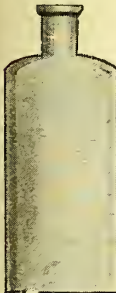


B.C. Square.

R.C. Square.



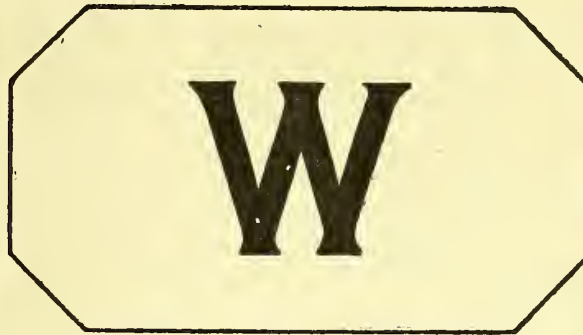
American Flat.



Oval Fronted Flat.

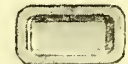


Octagon.

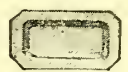


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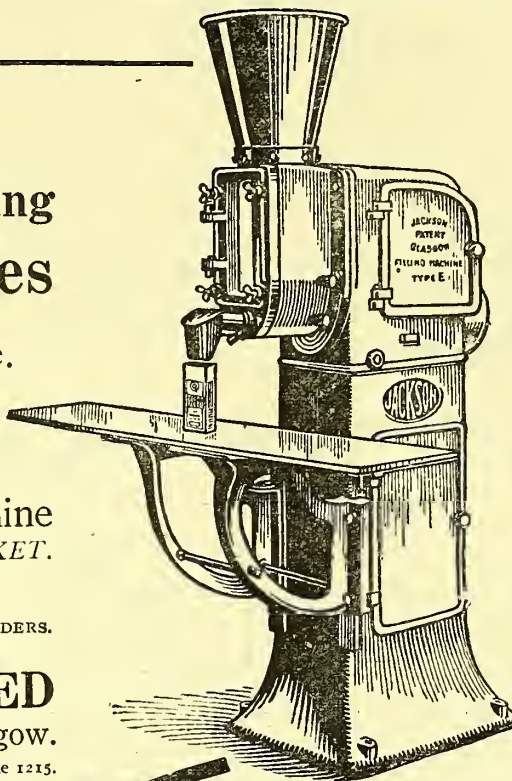
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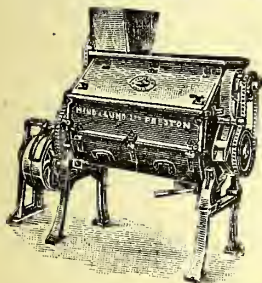
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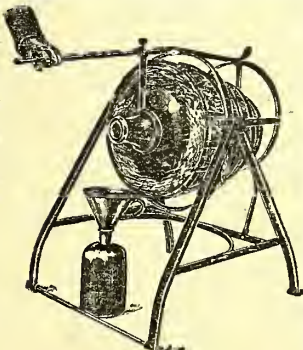
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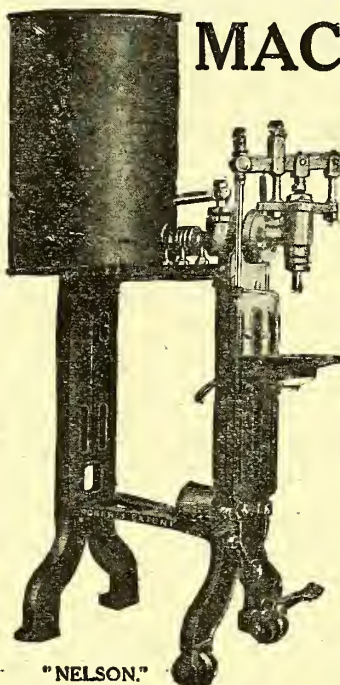
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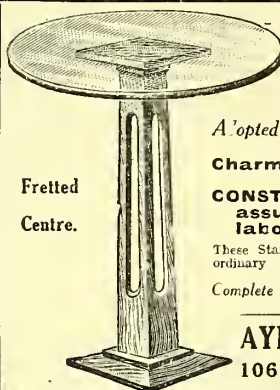
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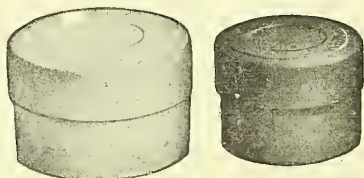
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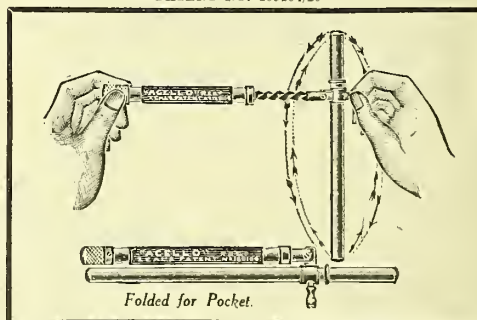
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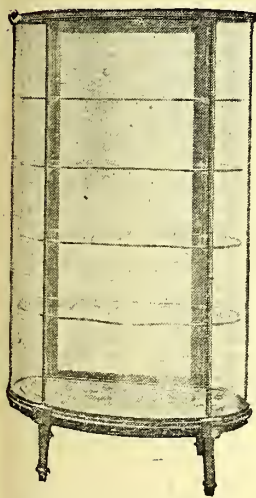
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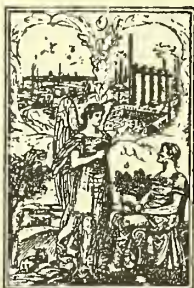
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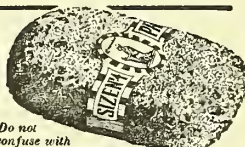
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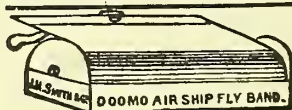
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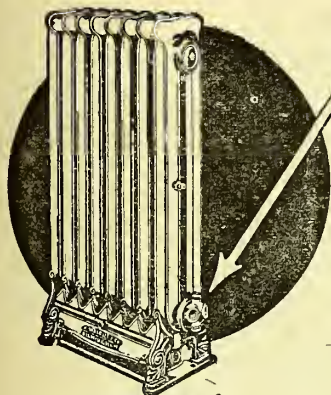
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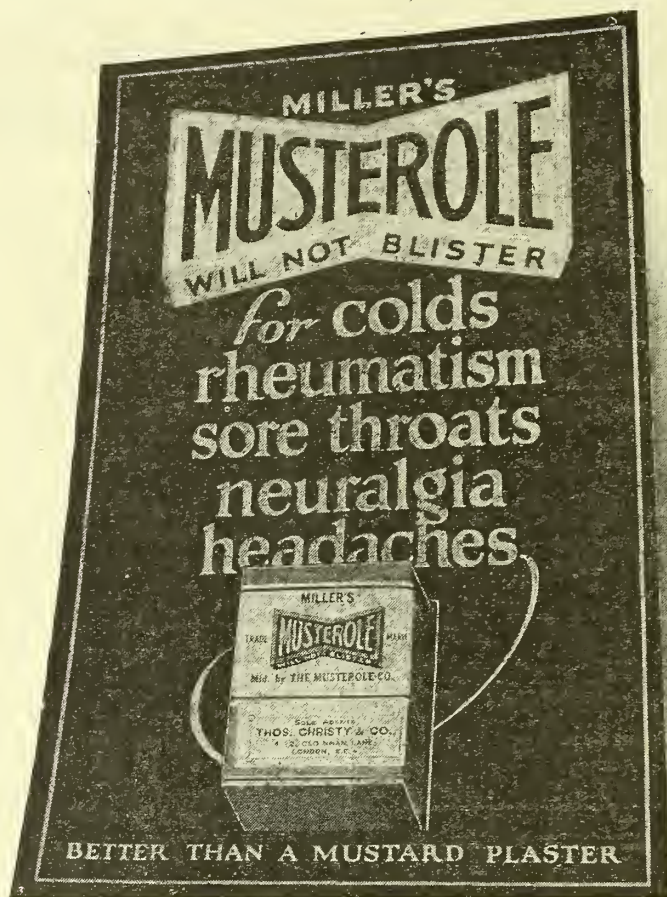
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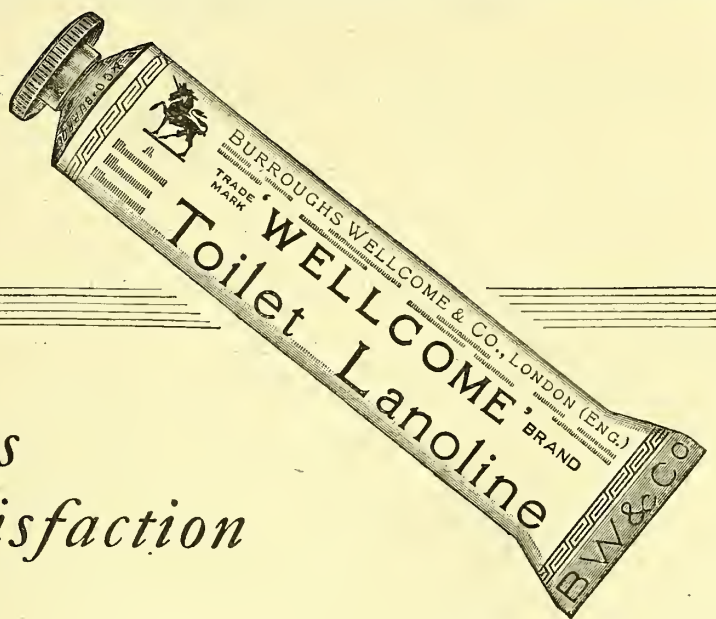
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worthy and distinguishes it from all
others.

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*Issued in collapsible
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*Showcard and Literature
sent free on request*



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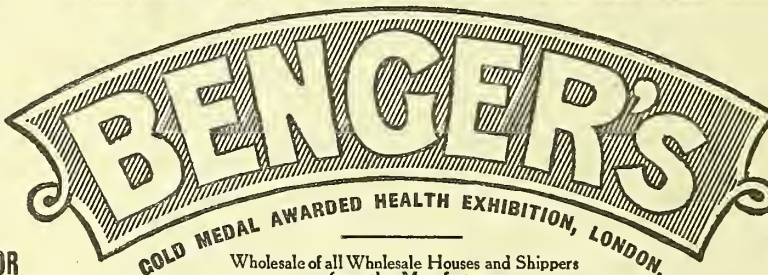
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has by its excel-
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In Collapsible Tubes.

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No. 9 (P.A.T.A. 1/-) ... 6/9 doz.
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In Oval Pots with Aluminium Lid
and Two-coloured Label.

Retail 1/- ... 7/- doz.

Prepared from a specially high-grade Lanoline. A delightfully smooth Cream, delicately perfumed, which can be recommended with every confidence of securing repeat orders.

*Gives satisfaction to the Customer by reason of its quality
and to the Chemist by reason of the profit obtained.*

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A WEEKLY JOURNAL OF PHARMACY AND OF THE CHEMICAL AND DRUG TRADES

THE CHEMIST AND DRUGGIST is in circulation and reputation the leading journal addressing the Chemical and Drug trades in the British Empire and other countries in the Old and New Worlds. It is the official organ of the Pharmaceutical Society of Ireland, the Chemists' and Druggists' Society of Ireland, and of other Chemists' Societies in the Overseas Dominions.

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Prix de l'abonnement annuel : le journal une fois par semaine, et l'agenda une fois par an, 20s., franco.

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Ideas

We invite contributions to this section.

Many liquids, when contained in bottles, are best kept inverted, but on the shelves of the pharmacy an inverted shop-round would certainly call for explanation. It would necessitate a new form of bottle which should be artistic and easily manipulated. This might take the form of the wineglass foot, but with a pyramid base. For such things as liq. plumbi. acet. and hydrocyan dil., etc., the shape might be very acceptable.—X. Y. (1/11).

* * * *

Many large advertisers do not appear to realise the advertising possibilities of envelope enclosures. This method of advertising costs nothing at all for distribution, and is an improvement on the large circular crammed with printed matter. A well-planned enclosure slip, cut just to fit an envelope, containing a short, crisp statement, effectively presented, will seldom fail to gain attention. These should also be enclosed in every letter and parcel sent out.—H. E. K. (10/9).

English and Welsh News

The Editor would be obliged if subscribers will send him marked copies of newspapers containing items of interest for insertion in this or other news sections.

Proprietary Articles Trade Association

In accordance with recent custom, the names of four members of the Retail Section of the Council of the P.A.T.A., who are to retire this year have been chosen by ballot. The four retiring members are: Mr. N. N. Armitage, Dr. A. J. Barnes, Mr. A. R. Keith, and Mr. J. Milner. These are eligible for nomination and re-election, and members of the Retail Section are invited to nominate candidates for the four vacancies. These should be received by the secretary at 18 Tavistock Square, London, W.C.1, not later than December 3.

Institute of Chemists-Opticians

A general meeting of the Institute of Chemists-Opticians was held at Oakley House, Bloomsbury Street, London, W., on November 15, Mr. S. W. Harrison in the chair. It was pointed out that, since the Institute was formed in 1906, upwards of 700 chemists have taken its certificate. There is to be a new syllabus for future examinations, beginning in 1924, and post-graduate lectures are being arranged for members. Student-associates could join as such, and obtain free tuition with a view of becoming members. It was the general opinion of the members that the Government should bring in an Optical Bill on the lines of the Dental Bill, in the interests of the public. The following officers were elected:—*President*, Mr. S. V. Brook (Clapham); *Vice-President*, Mr. S. W. Harrison (Chiswick); *Secretary*, Mr. J. J. Laws (South Kensington). The following members were elected to the Council:—Mr. G. W. Brook (Clapham), Miss E. G. Laws (Shepherds Bush), Mr. W. T. Stoye (Acton), and Mr. A. C. Roskrow (Bedford Park). The next general meeting will be held at the Institute at 2.30 p.m. on November 29, when all chemists who practise optics, or intend to do so, will receive a cordial welcome.

Poisonings

The following cases of fatal poisoning, among others, have been recorded since our last report:—

At Goole, Percy May, ship's steward, opened what he believed to be a bottle of Belgian beer in his cabin. The contents, however, proved to be a fluid used in deck cleaning and containing sulphuric and carbolic acids. May died in hospital.

An inquest was held at Evesham, recently, on the body of Mr. Basil Guy Gerrard Alabone, King's Road, Bengeworth, a director of Alabone & Co., Ltd., chemists, Port Street, Evesham. Evidence given by the widow and others showed that Mr. Alabone had been worried about business and had been medically attended: death was due to a poison of the "cyanide group." It was found to be a case of suicide during insanity, and the coroner expressed sympathy with Mr. Alabone's family.

Birmingham

Birmingham and Midland Eye Hospital celebrates its centenary this year. The head dispenser and radiographer is Mr. W. E. Meggeson, chemist and druggist.

The Students' Association of the Birmingham School of Pharmacy proposes to hold a whist-drive and fancy dress dance carnival at the Imperial Hotel on December 5.

Among the subscribers to the Lord Mayor's fund for the unemployed are Cadbury Brothers, Ltd., £1,000; Mr. and Mrs. Barrow Cadbury, £250; Alderman W. A. Cadbury, £200; other members of the family, £250; Southall Brothers & Barclay, Ltd., £100; Alderman F. O. Clayton, Ph.C., £50.

At a lecture on the "Sense Organs of Plants," by Professor R. H. Yapp, in the Midland Institute, on November 15, the Lord Mayor, who presided, referred to the extensive botanical collections in the city natural history museum. Upwards of 20,000 specimens have

now been mounted, named, classified and made available for use by the public and students.

Liverpool

Heaths, Ltd., have recently acquired the old-established business of Mr. J. M. Davidson, London Road.

"Don't just hope for the best; let us supply you and then you will have it," runs a window-bill of an enterprising chemist and druggist.

Complaints are voiced on all sides at the disturbance of business owing to the General Election. By sudden changes the weather does something to vary the demands on the drug trade.

Heavy penalties were inflicted by the Liverpool stipendiary on November 15 on seven men found guilty of unauthorised possession and handling of cocaine. Frederick Walker (34), a seaman, was sentenced to four months' imprisonment and fined £50 on a charge of bringing 13 oz. of cocaine from Hamburg. A similar sentence was imposed on Abraham Taylor (38), pedlar, and Nicholas Jakomis (31), a Greek seaman, for attempting to dispose of the drug; another Greek, Elias Liasides (28), in view of a previous conviction, was sentenced to twelve months' imprisonment, and Victor Jarvis (23), general dealer, John Larkin (26), dock labourer, and Mark Lazarus (30), unemployed cinema operator, were each sentenced to three months' imprisonment with hard labour for being concerned in the traffic.

Manchester

As will be seen from the "Personalities" column in this issue, Sir William Veno has been elected Mayor of Altrincham.

The Manchester and Salford formulary for Insurance dispensing has recently been received by every chemist on the panel. On the first page is the note:—

The contents of this formulary have been submitted to, and approved by, a Conference representative of the Manchester and Salford Local Medical and Panel Committees and the Manchester and Salford Pharmaceutical Committees. The booklet contains eighty-three formulas and a list of twenty-seven "Tariff pills," which are of 4-gr. strength, except pil. ferri (5 gr.) and pil. quin. sulph. (1 gr. and 2 gr.); all the other pills are B.P.C. In the preface many useful hints are given, and it is explained that "any criticisms or suggestions for improvement that may be sent in by users of this formulary will be welcomed and duly considered by the Manchester and Salford Panel and Pharmaceutical Committees, and revision can be undertaken as may become necessary." The new formulary should secure more uniformity in the prescribing and dispensing in Manchester and Salford. It does not come into force before December 1.

Portsmouth

Business, if not exactly brisk, is hopeful, and travellers report good sales in winter lines, luxuries excepted.

Mr. A. B. Sparrow has again had a success in a window-dressing competition arranged by the British Association of Display Men, the window-dresser, Miss M. Tee, taking the third prize.

The pharmacists' football team played their initial match at Botley, recently, beating their opponents, Southampton chemists, by three goals to *nil*. The scorers were Messrs. Nightingale, Parsons and Ramage.

Great interest continues to be taken in the meetings of the local Association. Notwithstanding fine weather and outdoor attractions, a large gathering heard Dr. Meluish's lecture on "Foods." The lecture itself was neither too deep nor too dry, and a pleasing feature was the number of students from the Municipal College who had accepted Mr. Atterbury's invitation to attend.

At a special meeting of Portsmouth Town Council, on November 20, it was decided to confer the freedom of the borough on the ex-Mayor, Alderman F. G. Foster, J.P., chemist and druggist, in appreciation of his services during the past thirty years. Alderman Foster's efforts have been mainly directed towards raising the

standard of education, he having been chairman of the education committee since its inception. A notice is down to elect him and his daughter, Miss Doris Foster (ex-Mayoress), to honorary rank in the governing body of the Royal Portsmouth Hospital. This is appropriate appreciation of the fact that Alderman Foster has, by his efforts, put practically every local charity on a good financial footing.

Sheffield

Mr. Glover, Bridgehouses, has arranged two tasteful window-displays, depicting the preparations of D. & W. Gibbs, Ltd., and Icilma products.

Mr. G. T. C. Dyson, chemist and druggist, son of Mr. W. H. Dyson, chemist and druggist, Westbar Green, has opened a pharmacy in Barrow Road, Wincobank.

Mr. J. T. Appleton has been elected to the Medical Benefit and Finance Subcommittees of the Insurance Committee, and to the Prescription Subcommittee of the North-East Midland Pricing Bureau.

Mr. C. H. Bradwell, chemist and druggist, has commenced business in Shoreham Street. Mr. Bradwell, who was apprenticed with Mr. George Squire, Ph.C., Haymarket, was for some time on the staff of Burroughs Wellcome & Co.

Miscellaneous

PHARMACY HOCKEY LEAGUE.—In a match between Burroughs Wellcome & Co. and the "Square," played at Edgware on November 17, the former maintained their unbeaten record by winning by three goals to *nil*.

WINDOW-DRESSING AWARDS.—At the recent Aldershot shopping week window-dressing competition, the first prize in the class open to chemists was awarded to Boots, Ltd., the second to Timothy White Co., Ltd., and the third to Allen & Lloyd, Ltd.

IN THE COURTS.—At Westminster Police Court, London, on November 19, Josephine Scott, described as independent, was fined £11 11s. 9d., with £1 ls. costs, for knowingly concealing fourteen bottles of eau de Cologne at Victoria Station on arriving from France.

SALE OF POISONOUS SUBSTANCES BY OILMEN.—At a recent Council-meeting of the Metropolitan Grocers', Provision Dealers' and Oilmen's Association, the attention of oilmen was called to the necessity of carefully observing the provisions of the Poisons and Pharmacy Act by selling Section 5 poisons in poison-bottles duly labelled.

SUPPLY OF CALF LYMPH.—In reply to questions in the House of Commons on November 15, the Minister of Health stated that there is no difficulty in obtaining from reputable firms supplies of glycerinated calf lymph of reliable quality. The suggestion that supplies of Government lymph should be procurable at a reasonable charge by private medical practitioners would involve a large and costly extension of the present Government supply for which at present there is no need.

BOTANICAL SOCIETY FORMED.—A botanical society has been formed in connection with Sunderland Technical College. The majority of the members are pharmaceutical students, although this is not a condition of membership. The officials are: *President*, Mr. V. A. Mundella, M.A. (Principal of the College); *Vice-Presidents*, Messrs. W. J. Atkinson, W. Hird, W. Hood, and Miss H. C. M. Winch, Ph.C.; *Secretary*, Mr. E. N. Browne. Any old students of the college are eligible for membership, and can obtain particulars from the secretary.

SPORTS CLUB FOR CHEMISTS.—The recently formed Milton Hall Sports Club, Loughborough Park, Brixton, London, S.W., has four pharmacists on its committee, Messrs. Langford Moore, Neville Curtis (Menley & James, Ltd.), G. Barratt (President, South-Western (London) Pharmacists' Association), and Dan Davies (President, "U.C.A.L."). An invitation is extended to chemists and their assistants to join the tennis and bowling sections, for which there will be six courts and two greens. Further particulars may be obtained from Mr. G. Barratt, 261 Coldharbour Lane, Brixton, or Mr. Dan Davies, 324 Coldharbour Lane, Brixton.

Irish News

Brevities

It is proposed to establish in Coleraine a district nursing and child welfare centre at a cost of £6,000.

Negotiations between the Chemists' and Druggists' Society of Ireland and the Ulster Retail Drug Trade Association, regarding the registered druggist status, have not yet been completed. Proposals have been submitted to the druggists as to the examination, and further joint committee meetings have been held. No scheme for the new pharmaceutical society for Northern Ireland can be submitted to the Government until some agreement has been arrived at.

Dublin

Hayes, Conyngham & Robinson, Ltd., have purchased the prescription books of the Junior Army and Navy Stores, D'Olier Street, Dublin.

Mr. James McQuirk, 17 Eustace Street, Dublin, has been appointed sole resident representative for Ireland for Solport Brothers, Ltd., 184-190 Goswell Road, London, E.C.

The Minister for Finance, replying to Mr. Johnson (co. Dublin) in the Dail Eirann, said that patent medicines duty had never been levied in Ireland. Patent medicines were not liable to duty in the Saorstát, and there was no information available as to the annual value or quantity of patent medicines sold in the Saorstát.

In the Chancery Division, Dublin Law Courts, on November 19, in the matter of the estate of Thomas Drummond Lambert, deceased, veterinary surgeon, late of Dublin, Mr. Walker applied, on behalf of Mr. Wm. H. Lambert, to whom a grant of administration intestate of the deceased had been made, for an order that he be at liberty to advertise for offers for the sale of the goodwill and trade-name of Reducine, and to take the necessary steps to have the registrations of the name kept in force in the United Kingdom and foreign countries. Counsel stated that the deceased, in addition to his profession as veterinary surgeon, had carried on a business for the manufacture and sale of Reducine, which was a prescription of his own invention for the treatment of horses. It was necessary for the purposes of administration that all the property of the deceased should be realised. The registration of the trade-name was for a limited period; and these periods had come to an end in certain countries, and in others were coming to an end. The Master of the Rolls said it was quite proper to sell this, and he should say that the best way to sell it would be by advertisement, by inviting tenders. Mr. Sharpe (solicitor): We are in communication with a gentleman in the United States for sale there, and I told him that the matter would be brought before the Court. The Master of the Rolls made an order giving liberty to sell Reducine out of Court and to advertise it, inviting tenders either in one lot or several lots, as it might be advised, and giving liberty also to the administrator to have the registration of the trade-name re-registered or extended as he might be advised.

Scottish News

Brevities

Kilwinning Co-operative Society, Ltd., will shortly open a drug department in Main Street.

The recent colder weather has materially assisted the sales of extract of malt preparations and skin creams.

Mr. R. S. Ramsay, chemist and druggist, Cardenden, has been elected bard of the Auchterderran Burns Club.

Glasgow

The fittings and stock of the Glasgow School of Pharmacy, India Street, were sold by auction on November 13.

Mr. H. G. Gray, chemist and druggist, 246 Crow Road, Partick, Glasgow, has taken over the business of Messrs. Keith & Lee, chemists, 1067 Cathcart Road.

British Empire Exhibition

THE details that we have given in recent issues concerning arrangements for an exhibit at the British Empire Exhibition (1924) illustrative of recent progress in chemistry may now be supplemented by a list of the sections and the convenors. A committee of the Royal Society is dealing with an exhibit illustrating, so far as space permits, researches in various branches of pure science other than chemistry; and great care has been taken to avoid overlapping. The space at the disposal of the committees is limited; but anyone who is able and willing to assist in the chemistry exhibit should communicate with Dr. Levinstein, at 166 Piccadilly, London, W.1, or any of the convenors of sections. The names and subjects are as follows:—

Dr. E. F. Armstrong, Greenback, Latchford, Warrington	Catalysis: Hydrogenisation of Fat.
Dr. J. L. Baker, Dial Cottage, Cookham Road, Maidenhead	Bio-chemistry
Professor E. C. Baly, The University, Liverpool	General Inorganic Chemistry
Mr. A. Chaston Chapman, 8 Duke Street, Aldgate, London, E.C.3	Hydrogen-ion Concentration
Mr. C. F. Cross, 4 New Court, Lincoln's Inn, London, W.C.2	Cellulose
Professor F. G. Donnan, University College, Gower Street, London, W.C.1	General Physical Chemistry
Professor G. G. Henderson, The University, Glasgow	Terpenes
Dr. T. A. Henry, Wellcome Chemical Research Laboratory, 6 King Street, London, E.C.1	Organic Chemistry Alkaloids
Professor I. M. Heilbron, The University, Liverpool	Plant Colouring Matters
Dr. J. T. Hewitt, Manor House, Sutton, Heston, Hounslow	Coal Tar Colouring Matter
Professor J. W. Hinchley, Institution of Chemical Engineers, Abbey House, Victoria Street, London, S.W.1	Chemical Engineering
Principal J. W. Irvine, University House, St. Andrews	Sugars
Dr. Arthur Lapworth, The University, Manchester	Valency Theories and Theories of Chemical Combination
Professor J. W. McBain, The University, Bristol	Colloids
Sir Henry Miers, Birch Heys, Cromwell Range, Fallowfield, Manchester	Crystallography and Crystal Structure
Dr. W. R. Ormandy, 18 Belsize Grove, Belsize Park, London, N.W.3	Plastics
Professor F. L. Pyman, College of Technology, Manchester	Alkaloids
Mr. R. B. Pilcher, Institute of Chemistry, 30 Russell Square, London, W.C.1	Historical
Sir John Russell, Rothamsted Experimental Station, Harpenden	Agricultural Chemistry
Dr. T. Slater Price, British Photographic Research Association, 30 Russell Square, London, W.C.1	Photography
Professor A. Smithells, 68 Lissenenden Mansions, Highgate Road, London, N.W.8	Flame, Fuel and Explosion Waves
Commander R. E. Stokes-Rees, Institution of Petroleum Technologists, 5 John Street, Adelphi, London, W.C.1	Apparatus
Professor J. F. Thorpe, Imperial College of Science, London, S.W.7	General Organic Chemistry

GERMAN PRICES RISING IN ITALY.—In a commercial report on the Milan chemical and drug markets, issued by the Mutua Farmaceutica Italiana, the following remarks appear: "The usual intermittent increases in prices for the Bayer products are now issued every fortnight, and judiciously alternate so as to raise in turn the price for this or that article to an almost impossible level. The same applies to the Meister Lucius products, which have become almost unobtainable, and also to Merck's products, the prices of which change and advance methodically from day to day."

Legal Reports

Committal Order Refused.—In the Mayor's and City of London Court, on November 16, T. H. Ford, Ltd., surgical dressings manufacturers, 6 Well Street, E.C., applied to have Mr. M. Cox, 64 Boundary Road, Walthamstow, E., described as a chemist, committed for non-payment of £6 2s. due for goods supplied. The defendant said he could not pay the amount; he had no means. Business was an absolute failure. He did not wish to evade payment of the debt; he was living by the help of his friends. Plaintiffs' representative said that the defendant had offered half the amount, but they would not accept it. Judge Shewell Cooper said that on the evidence before him he could not order the defendant to pay anything. The plaintiffs might reconsider the offer. He hoped that the defendant would do his best to pay the debt. Defendant: Certainly I shall.

Misrepresentation Claim Abandoned.—In the King's Bench Division of the High Court, London, on November 21, the Lord Chief Justice and a special jury heard an action by the Milton Manufacturing Co., Ltd., Bunhill Row, London, E.C., against Mr. William Dick Forbes, Pinner's Hall, E.C. The plaintiffs sued the defendant for the sum of £6,800, which represented the balance of the price of 12,500 £1 preference shares in the company, with interest. Mr. Forbes counterclaimed for a rescission of the agreement to purchase the shares, alleging that he purchased them because of misrepresentations made by Mr. D. M. Rogers, managing director of the plaintiff company. Those representations were that £100,000 would be spent in advertising, and that the market for the disinfectant in America was wonderful, and justified the building of a factory there. The defendant alleged that the company had had losses in America, and no factory had been built there. Mr. Forbes gave evidence in support of his allegations. In cross-examination, he agreed that the directors of the company took up 27,000 shares out of the 100,000, and the people who underwrote most of the 73,000 had paid up. He also agreed that it was necessary that the company should have money with which to advertise and push their goods in America. It was a fact that delay had occurred through the difficulty of getting the American authorities to accept the labels on the bottles, while the agents there owed the company a huge sum on contracts. At this stage the defendant submitted to judgment on the claim and counterclaim. The Lord Chief Justice, in entering judgment accordingly, with costs, said that the defendant gave his evidence with candour, but would have had some difficulty in succeeding.

Dangerous Drugs Act Fine.—At Manchester City Police Court, on November 16, Hough, Hoseason & Co., Ltd., manufacturing chemists, Bridge Street, were summoned for having supplied morphine sulphate hypodermic tablets to Harry Falford Peterson without taking reasonable precautions to satisfy themselves that he was licensed or authorised to be in possession of the drugs, contrary to the Dangerous Drugs Act, 1920, and for failing to make entries of the transactions in the registers required by the Dangerous Drugs and Poisons (Amendment) Act and the Pharmacy Act. Mr. F. Webster, assistant solicitor to the Manchester Corporation, prosecuting, said that Peterson was now serving a sentence of twelve months' imprisonment at Liverpool for being in unauthorised possession of the drugs. Mr. A. E. Jalland, barrister, defending, admitted that his clients had been imposed upon by Peterson, who not only represented himself to be a doctor, but actually used the name of a doctor who was known by repute to them and whose name appeared in the Medical Directory. Peterson was a hospital attendant. The prescriptions were properly made out and signed. Peterson, who had a good deal of medical knowledge, conversed freely with the staff of the defendants upon medical matters, and showed an intelligent interest in instruments used in the profession. The drugs ordered by him were in such quantities as any ordinary medical man might require. The chairman said that Messrs. Hough,

Hoseason & Co. had been duped by a clever man, but the Bench were not satisfied that they had taken all reasonable precautions to assure themselves that Peterson was a properly authorised person. A fine of £50 was imposed for supplying, together with fines of 20s. each on two summonses for failure to make entries, and £2 2s. costs.

Goods Supplied without Authority.—At Lambeth County Court, on November 16, Boots Cash Chemists (Southern), Ltd., Nottingham, brought an action against George Stannard, gentleman, Chesnut Road, West Norwood, claiming £14 9s. 6d. for toilet requisites supplied to his adopted daughter. Mr. R. Horner Hargreaves, for the plaintiffs, said the goods were supplied on the order of the defendant's adopted daughter. Goods had been supplied to him for the last three or four years, which were ordered by this young lady, and they had always been paid for by defendant without demur. Mr. Frederick Charles Mills, chemist and druggist, manager of plaintiffs' branch shop at West Norwood, said he had known defendant more than three years. His adopted daughter had repeatedly ordered goods. The bills were sent to defendant, and he came into the shop to pay for them. This particular order was given in the usual way by Miss Stannard. Mr. Lawson Walton, for defendant, said the fact was that Mrs. Stannard and their adopted daughter went to New York a few days after the goods were ordered, and it was not till after they had been away some time that he received the bill. His adopted daughter had written him a letter from France before her departure for New York, saying that "I had to have a few necessities, so I got them. My mother knows nothing about it." Judge Parry: Face cream and powder are not necessities. Mr. Walton: There was no authority given to the young lady to run up a bill to this amount. His honour, after examining the old bills, said that defendant never had a bill for a large sum like this before. The items were chiefly for household use. Mr. Mills added that the order was given a few days before Christmas, and he did not think Miss Stannard wanted the articles all for her own use. She might be taking them as presents. Mr. Stannard, giving evidence, said that he gave Miss Stannard no authority to order any goods. She took the bill with her to France, and till then he knew nothing about it. Mr. George William Chambers, an assistant at the shop, said that defendant's adopted daughter had repeatedly ordered goods; next day defendant came in and paid the bill. With regard to this transaction, he thought it was a rather large order, but it was given close to Christmas. Judge Parry said he had come to the conclusion that the goods were ordered without the defendant's authority, and were practically obtained by misrepresentation. Plaintiffs would not have supplied the goods if they thought she had not her father's permission to order them. He gave judgment for defendant, but without costs.

Gazette

Partnerships Dissolved

HAYTON, M., HAYTON, W., and HAYTON, G. S., 99 Gilesgate, Durham, wholesale druggists, under the style of Hayton & Co., so far as concerns M. Hayton.

Bankruptcy Acts

RECEIVING ORDER AND ADJUDICATION

AUSTIN, J., 436 Cleethorpe Road, Great Grimsby, chemist.

A HANDSOME GIFT.—Consols of the value of £3,400 have been presented to Pershore Cottage Hospital by Miss Allen, Cheltenham, daughter of the late Mr. Francis Allen, at one time in business in Pershore as a chemist.

A PRESENTATION of a framed photograph of twenty-five employees of Mander Brothers, colour manufacturers, Wolverhampton, each with forty years' service or more, has been made to Sir Charles Mander.

New Companies and Company News

P.C. means Private Company and R.O. Registered Office

RENDELL & ROBERTS, LTD. (P.C.).—Capital £500. Objects: To take over the St. Mark's Pharmacy at 523 King's Road, Chelsea, S.W. The first directors are: Evelyn D. C. Rendell, chemist and druggist, and Emma J. Roberts, dispenser. R.O.: 523 King's Road, Chelsea, London, S.W.

BELLAMY & WAKEFIELD, LTD. (P.C.).—Capital £3,000. Objects: To take over the business of manufacturing, wholesale and retail chemists, druggists and drysalter, carried on at 1 Easy Row, Birmingham, as "Bellamy & Wakefield," and to adopt an agreement with F. A. Thomas. The directors are: F. A. V. Thomas, chemist, and Mrs. B. J. Thomas, and F. H. Alcock.

SENIOR, CROZIER & Co., LTD. (P.C.).—Capital £5,000. Objects: To take over the business of wholesale and retail chemists and druggists carried on at Union Works, Union Street, Stratford, E., as "Senior, Crozier & Co.," and to carry on the same and the business of dentists, opticians, etc. The first director is F. W. FitzGerald. R.O.: Union Works, Union Street, Stratford, London, E.

JOHN J. CLARK & Co., LTD. (P.C.).—Capital £1,500. Objects: To take over the pharmacy of F. S. Hankinson at 1 St. Thomas's Street, London Bridge, S.E.1, and to carry on the business of wholesale and retail chemists and druggists, dentists, dealers in photographic supplies, etc. The first directors are: F. S. Hankinson, chemist, and J. J. Clark, chemist. R.O.: 18 Southwark Street, London, S.E.1.

SANAPHOS, LTD. (P.C.).—Capital £2,000. Objects: To acquire the trade-mark, patent or licence known as "Sanaphos," to adopt an indenture with the British Milk Products Co., Ltd., and M. Cohen, and to carry on the business of manufacturers of foods, medicinal preparations, casein and other products derivable from milk, etc. Solicitors: C. Butcher & Simon Burns, 32 Gresham Street, London, E.C.2.

L. B. BAYNARD, LTD. (P.C.).—Capital £1,100. Objects: To acquire the drug business carried on at 133 Western Road, Hove, and to carry on the business of chemists, druggists, patent medicine proprietors and vendors, stationers, wine and spirit merchants, dealers in photographic materials, etc. The first directors are: L. B. and Mrs. Hannah J. Baynard, and L. D. Franklin, chemist and druggist. R.O.: 133 Western Road, Hove.

POTTS' INFANTS' FRIEND, LTD. (P.C.).—Capital £1,000. Objects: To take over the business of manufacturers of medicines and preparations carried on by Chas. Potts, Ltd., together with the recipes and information relating to the processes of manufacturing and the right to manufacture and deal in the medical preparations known as "Potts' Infants' Friend." The directors are: R. C. S. Potts, A. R. Brailsford and F. Fisk. R.O.: 166 Bath Street, Ilkeston.

PARK'S DRUG STORES, LTD., announce the payment on November 30 of an interim dividend of 2½ per cent., less income tax, on ordinary shares, for the half year ended August 31.

POULENC FRÈRES.—The balance-sheet of the well-known French chemical firm, Etablissements Poulenç Frères, which manufactures a large number of extensively used pharmaceutical products, closes with a surplus of 6,128,014 francs, an increase of no less than 3,914,843 francs over the profit realised in the preceding year. The Board, in presenting the balance-sheet, stated that sales had increased by 30 per cent., and that they could congratulate themselves on their excellent position, particularly in view of the present general economic situation, which promised to be maintained. Also, it was stated, the firm had no reason to fear the reappearance of Germany in the world's chemical markets. A sum of over 500,000 francs was set aside for research work.

Pharmaceutical Society of Great Britain

Brighton.—The Brighton and Hove Branch of the Pharmaceutical Society held a meeting recently, at which an interesting lantern lecture was given by Mr. Percival Padwick, Redhill, entitled *Off the beaten track with a camera*. The lecturer had experienced many happy adventures in his tramps over the North Downs and Weald, and at the same time secured a charming collection of photographs. Most of the audience were surprised to learn that charcoal and lime burnings are still carried on under primitive conditions, in isolated districts. Many of the slides possessed high technical merit, and included some of the rare orchids on the Downs. The President of the Branch, Mr. Edgar Jones, was in the chair. A hearty vote of thanks was accorded Mr. Padwick, and Mr. Burgess expressed the indebtedness of the audience to Mr. and Mrs. Henry Mackie for refreshments.

Cardiff.—The annual meeting of the Cardiff, Penarth and Barry Branch of the Pharmaceutical Society was held on November 13, Mr. Leo Joseph, J.P., in the chair. The secretary (Mr. Hague) presented the annual report and balance sheet, the balance in hand being £3 4s. 6d. The report was unanimously adopted. The following officers were elected: *Chairman*, Mr. Leo Joseph; *Vice-Chairman*, Mr. J. Blake Benjamin; *Treasurer*, Mr. D. Brims; *Secretary*, Mr. S. W. Hague. The following were elected additional members to the Committee: Messrs. A. S. Johnson, S. H. Willis, and S. B. Eason. Mr. Hague reported on the R.P.U. Conference in London. A discussion was introduced on inclusive subscriptions to the R.P.U. and local branch of the Society. It was unanimously agreed that there should be a uniform subscription of £2 2s. per annum, and that 5s. per member shall be refunded to the local branches for local organisation. "The two-guinea subscription to cover a shop consisting of two assistants and the proprietor, and further that in case of a greater number of assistants being employed, the sum of 5s. shall be paid for each employee over and above the uniform fixed subscription." The law relating to "known, admitted and approved remedies" was discussed, and it was agreed that no representation be made to alter it. Mr. S. W. Hague was appointed delegate at the South Wales Group Executive at Cardiff.

Nottingham.—The first meeting of the season of the Nottingham and District Branch of the Pharmaceutical Society was held at the Flying Horse Hotel, Nottingham, on November 14, the chairman (Mr. Spencer H. Plattin) presiding. Mr. Frank Browne addressed the meeting on *The New Edition of the Codex and its Uses in Pharmacy*. Mr. Browne pointed out that although the British Pharmacopœia included about 400 drugs and chemicals, the Codex described no fewer than 1,100. It was necessary for the 700 unofficial drugs and chemicals to be defined in some standard work: that work was the B.P.C. The Codex was not a dry-as-dust work of reference, but a "live" book with a human appeal. The notes for the guidance of dispensers were of real value. The instructions for making official preparations were in some instances simplified (e.g., for making lin. terebinth), greatly facilitating the work of the dispenser. Pharmacists were recommended, for the sake of cheapness, to order branded drugs by their B.P.C. names; for instance, barbitone instead of veronal. A vote of thanks was given to the lecturer.

Redhill.—A meeting of the Reigate and Redhill Pharmacists' Association and Pharmaceutical Society Branch was held on November 14, when a paper was read by Mr. E. C. Cripps, London, on *The Future of Pharmacy—A Dream*. Mr. H. Oram (President of the Association and Branch) was in the chair. Mr. Cripps depicted pharmacy a thousand years hence, and indicated the various stages in its history and the causes which would lead to its eventual downfall as a profession. Mr. Cripps's quotations from present-day literature went to show to what extremes it is possible for the imagination and aspirations of an enthusiast to carry him.

Importation of German Goods

By the Order given below the German Government have intimated their intention to default in reimbursing their nationals the 26 per cent. German Reparation Levy charged on all German imports into this country. The tax was collected from the British importer, who, in turn, paid the German exporter only 74 per cent. of his invoice value in cash and sent the British Customs receipt for the 26 per cent. to make up the balance. The German exporter then handed the Customs receipt to his Government, which paid him the amount stated thereon. Now that the German Government have defaulted, their exporters will, it is expected, refuse to ship any more goods unless they receive payment to the full invoice value from the British importer. As it is likely that the British Government will continue to demand this levy on imports, the British importer will have to pay the 26 per cent. over and above the full invoice value. As a result, imports from Germany are likely to drop off, but those chemicals that have to come in will be quoted at much higher prices. This Reparation Levy will act as a further tariff against German goods. It will be paid by British firms and will be credited to the Reparation account of the German Government. This unhappy position has already affected the industrial and pharmaceutical spot markets, in the former prices are already hardening, and in the latter, the recent abnormal advance in values is likely to be quickly followed by further appreciations.

ORDINANCE

Suspending the payments for refunding the Reparation Dues levied by the English Government.

On the basis of Article 48 of the constitution of the Reich, I decree the following for the restoration of public security and order within the confines of the Reich:—

(1) All payments mentioned in the table of payments appended to Article IX of the London Ultimatum of May 5, 1921 (Reichsgesetzblatt, 1921, page 761) in respect of the refunding of the Reparation Dues levied by the English Government on the basis of the German Reparation Recovery Act, 1921, are suspended. No claim whatsoever can be admitted against the German Reich on account of the suspension of these payments.

(2) The decision contained in Article 1 does not apply to Reparation Dues in respect of contracts which were already concluded when this Ordinance came into force provided that the said contracts are submitted within a period of two weeks from the coming into force of the Ordinance to the Friedensvertrag-Abrechnungsstelle, G.m.b.H., Berlinerstrasse 17, Charlottenburg, accompanied by a sworn copy of the contract; the G. R. receipts issued by the British Government must be presented to the F.A.S.T. not later than March 31, 1924.

(3) In so far as the Reparation Due is admitted, payment will be made at the option of the Reich in cash in the currency obtaining at the time, in stable loan or in other bonds of the Reich.

The decree, which is signed by the President of the Reich, the Chancellor, the Ministers of Finance and of Industries, becomes effective from November 17.

In commenting on this decision, the "Frankfurter Zeitung" states that "this decree marks a further step by the Government in its policy on reparations, which is intended to demonstrate clearly and impressively to our opponents Germany's momentary incapacity to pay reparations. This has been recognised in England, and, consequently, the news of this step has been received with calm. Over there it is expected that German exports to England will decrease in the same ratio as the revenue from the levy, and to many competing English industrialists and employers this is an extremely attractive outlook. On the other hand, the very serious repercussion this step will have on Germany's economic life is very apparent. Only existing contracts, which must be registered within a period of two weeks, are permitted to continue in operation until the end of March. On all new sales to England the Reich will no longer reimburse the 26 per cent. levy. This means, apart from a few rare instances where the exporter can himself bear this charge of 26 per cent., the practical cessation of the direct export of German goods to England on an extensive scale."

Associations' Winter Session

Ealing.—The monthly meeting of the Ealing Pharmacists' Association was held on November 13, Mr. H. A. Irwin in the chair. The chairman expressed regret that Mr. T. Marns was unable to be present through illness, and hoped that he would soon make a complete recovery. In introducing Mr. Thos. H. Lewis, editor of "Sales Management and Retail Selling," Mr. Irwin pointed out that the interests of the lecturer had been closely connected with pharmaceutical matters. Mr. Lewis then delivered his address on *If I were a Retail Chemist*. The chairman invited members to ask any questions arising from his address. Most of the members took part in the discussion that followed.

Edinburgh.—A meeting of the Edinburgh Chemists' Assistants' and Apprentices' Association was held at 36 York Place, on November 14, Miss M. Grant Boag, President, in the chair. Mr. Knott, secretary, submitted a report on the summer session. In the course of an address on *The Business Side of Pharmacy*, Miss Grant Boag considered apprentices start with exaggerated ideas which experience modifies. To earn a living business habits and principles are indispensable, as pharmacists are both professional men and traders. Apprentices should be chosen from those possessing a higher-grade education, and they must not be regarded as a source of cheap labour. A pharmacist not willing to teach the scientific as well as the commercial side of pharmacy should not engage an apprentice. The pharmacy must be adapted to modern business conditions for success. Every pharmacist should have specialities of his own goods, which should be ticketed, and windows should be attractive, especially to women. Following a vote of thanks, Mr. J. Rutherford Hill presented the prizes, awarded under the Association's prize scheme, as follows:—*Cumming Pharmacy Prize*: (1) Charles Drummond (Powell & Co.); (2) Agnes Donald (Mr. Wyllie). *Fraser Prize*: Margaret Combe (Boots, Ltd). *Botanical Prize*: Alister Brown (Mr. Thomson, Dalry Road).

Eastbourne.—The Eastbourne Pharmacists' Association met on November 13, when the President (Mr. H. C. Browne) reported on the recent Retail Pharmacists' Union Conference. It was decided to hold the annual dinner in January. Arrangements for Mr. C. H. Hampshire's lecture on "Modern Views on Antiseptics" were approved. Invitations will be extended to members of the local branch of the Pharmaceutical Society, doctors, dentists, and nurses.

Glasgow.—A lecture was given to the Literary and Scientific Section of the Glasgow Pharmacy Club, on November 15, by Mr. F. J. Sandeman, who took for his subject *Efficiency in Retail Salesmanship*. There was a good attendance. The President occupied the chair.

Belfast.—At a meeting of the Ulster Retail Drug Trade Association, on November 14, Dr. Stanley White (Parke, Davis & Co.) gave a lecture on *Standardisation*. Mr. James Guiler, in the unavoidable absence, through illness, of the President (Mr. Andrew Wilson), introduced the chairman, Dr. V. G. L. Fielden, L.P.S.I. The lecturer dealt with the following subsections: The history of standardisation, showing the progressive accuracy of method; the limits of the chemical method; the need for physiological standardisation; the standardisation of the heart tonics, digitalis, strophanthus and squill, ergot, cannabidiol and the ductless gland products, notably adrenalin and pituitrin; the determination of the potency of serum; the Rideal-Walker method of testing germicides; the estimation of vitamin content of foods and extracts. Mr. J. C. Culbert proposed a vote of thanks to Dr. White for the instructive lecture, and Mr. S. Sufferin seconded. Dr. Fielden said that instead of a vote of thanks being proposed to him as chairman, he wanted to propose a vote of thanks to the President and Committee for giving him the opportunity of presiding. For the benefit of the younger craft he compared the standardised preparation of tincture of digitalis as used to-day to the time when he served his apprenticeship to pharmacy.

Festivities

Pharmacist Masons' Ladies' Evening

THE Manchester Pharmaceutical Masonic Association held a "Ladies' Evening" at the Victoria Hotel, Manchester, on November 14. This comprised dinner, whist drive, and a short dance. The guests were received by the Chairman (Bro. A. Newton) and Mrs. Newton. The Vice-Chairman, Wor. Bro. A. H. Lyons, was in charge of the "West," and Wor. Bro. H. Thompson, the Immediate Past Chairman, had charge of the "South." After the loyal toast, the toast of "Our Chairman" was given. To the toast of "The Ladies," Mrs. Newton responded. Bro. Middleton (Allen & Hanburys, Ltd.) proposed the health of "Our Visitors," to which Bro. Hoyland replied. A novel whist drive, conducted by Bro. Bennett and Bro. Woodhead, followed the dinner. Prize-winners were:—*Ladies*: Mrs. Nidd, Mrs. Darbyshire, and Mrs. Rushton; *Gentlemen*: Bro. Hoyland and Bro. Gloyne.

Chemists' and Druggists' "At Home"

MR. FRED STOREY (President of the Chemists' and Druggists' Society of Ireland) and Mrs. Storey were "at home" on November 14 to the members of the Society and their lady friends. A large number responded to the invitation, and the function was one of the most pleasant ever held under the auspices of the Society. The guests were received by the host and hostess, and subsequently an enjoyable whist tournament was entered upon, the winners being: *Ladies*, Mrs. J. W. Storey and Mrs. Moffet; *Gentlemen*, Mr. Davis and Mr. Balmer. During the evening Mr. Samuel Gibson, J.P., proposed a vote of thanks to Mr. and Mrs. Storey, and Mr. W. E. Wilson, in seconding, said they were deeply conscious of Mr. Storey's great services to the trade. Mr. Storey, replying, said he had represented the Society that week at the annual dinner of the Dublin and Provincial Retail Druggists' Association, and had been most kindly received there with Mr. McDonald, who represented the pharmacists, and the most friendly feelings towards the Northern chemists and druggists had been expressed.

Dinner at Kendal

THE first annual dinner of the Lancaster and Kendal Branch of the Pharmaceutical Society was held at the Fleece Hotel, Kendal, on November 14, Mr. Robertson (Lancaster), the retiring President, in the chair, and supported by a number of ladies. After dinner Mr. Robertson proposed "The Pharmaceutical Society of Great Britain." Coupling with it the name of Mr. Antcliffe, he was sure, after hearing Mr. Antcliffe earlier on in the evening, that the members of the Council gave a great deal of their time for the benefit of the members. The toast was received with musical honours. Mr. Antcliffe said he was somewhat embarrassed in having to reply to a "Musical Chairman," but he felt, in replying for the Society, he was replying for a chartered body who for the last eighty years had carried out their duty to the State in the fullest possible manner; he was not so certain that the State had carried out their duty to the chemist, but he was pleased to say the relationship with the various departments of the State was most cordial, and he thought the time had arrived when a member of the Society should secure a seat in the House of Commons. The toast of "The Ladies" was honoured, and a special musical toast was given to Mr. Shattock, the retiring secretary. A fine musical programme was given, in which the chairman took part.

Brighton Chemists' Dinner

THE annual dinner of the Brighton Pharmacists' Association was held on November 14. The Mayor of Brighton (Mr. H. Milner Black, Ph.C.) was present in an official capacity. The President of the Association, Mr. Edgar Jones, presided over a company numbering upwards of 100, which included Mr. E. T. Neathercoat (President of the Pharmaceutical Society), Mr. H. R. Browne (President of the Eastbourne Pharmacists' Association), and representatives of wholesale houses. The

toast of "The Pharmaceutical Society of Great Britain" was given by the President (Mr. Edgar Jones). Their Council, he said, was a democratic body, but whatever criticism they might make, there were no two opinions regarding the gentleman who occupied the presidential chair. The toast was received with musical honours. Mr. Neathercoat thanked the company on behalf of his wife and himself. They were meeting during an important period, and the work of the Council particularly as regarded recent activities was bearing fruit. The speaker referred to the activities taking place in Brighton. He congratulated those concerned with the Brighton Technical College and the members of that Association for the success they had had in providing the opportunity of training in pharmacy. He asked the members to maintain their loyalty, for during the eighty-five years of their existence the Society had done work of inestimable value. "The Mayor, Mayoress and Corporation of Brighton" was proposed by Mr. John Plowright, who said they as an association were particularly gratified when one of their calling and a member should have been called upon to occupy the position of chief citizen. Pharmacy had had a very fair representation on the Council for a number of years. He mentioned Councillor Savage, who had just retired after thirty-one years' service (applause), and those services were to be recognised by a suitable presentation. The Mayor suitably replied. Councillor Yates proposed "The Ladies and Visitors," Mr. G. Wigglesworth and Mr. H. R. Browne replying. "The President of the Brighton and Hove Association of Pharmacy" was proposed by Mr. F. W. Burgess and received with musical honours. Mr. Jones made a short response, acknowledging the work of the dinner committee, Messrs. Flatman, Mackie and Plowright. A musical entertainment followed.

Leeds Chemists' Dinner

THE annual dinner of the Leeds Chemists' Association was held at the Hotel Metropole on November 14, Mr. H. C. Roberts (President) in the chair. The principal guests were Mr. F. Pilkington Sargeant (Vice-President of the Pharmaceutical Society of Great Britain), Mr. Leopold Joseph, J.P., Cardiff (chairman of the Retail Pharmacists' Union), and Mr. H. B. Hammond, of the Sheffield Pharmaceutical and Chemical Society. Mr. H. Gilleghan, who proposed the toast of "The Pharmaceutical Society," announced that the Leeds University was anxious to co-operate with the Association, and had arranged for a lecture to be given on some subject of mutual interest, to which all members of the Association would be welcomed. He then went on to point out the importance of the adequate training and supervision of apprentices. Mr. Pilkington Sargeant responding, said he agreed with Mr. Gilleghan on the last-named question raised, but the trouble arises in the administration department. It would be difficult to inspect all the shops in the country. The right way to go to work is by registration. From the beginning to the end of the life of the pharmacist the Society should take a parental interest in him. Regarding the question of reciprocity, Mr. Sargeant said there has undoubtedly been an increase in the amount of reciprocity between pharmacists of Great Britain and those of the colonies. He looked forward, he said, to the time when there will be in London, a great Pharmaceutical Institution financed by the Society of Great Britain and assisted by the societies of the colonies. He would like to see a great research department and a great library, when perhaps there might be an Imperial Pharmacopœia on the lines of the Pharmaceutical Codex. It is a golden opportunity for some philanthropist to start something that would be for the advantage of pharmacy. The Preliminary examination, he thought, is now too wide, and he hoped that the Society will narrow it by bringing the requirements nearer to the standard of the Matriculation. Referring to the National Health Insurance Act, Mr. Sargeant said: In the event of the trade being in any way threatened, the Retail Pharmacists' Union will have the full support of the organisation of the Pharmaceutical Society. If, on the other hand, there should be any

threat of injurious legislation, the Society feels quite sure that, in its action in the House of Commons, it will be supported by the R.P.U. All legislation that involves technical matters results in inequitable measures unless founded on sound, technical advice. That has been proved by the Dangerous Drugs Act. There is no safe way of dispensing prescriptions containing dangerous drugs unless the chemist knows either the doctor or the patient. "The Retail Pharmacists' Union" was proposed by Mr. M. E. Murray (chairman of the Leeds section of the R.P.U.), Mr. Leopold Joseph responding. There have been one or two unfriendly criticisms, he said. At times the Union, it has been said, indulges in somnolence, but any person with experience of commercial life and work knows that they cannot always be in the limelight. It is not always a sign of somnolence, it is often the sign of progress in its undertakings. He also made brief reference to the dispute between the panel practitioners and the Ministry of Health. As a result of this controversy, he said, it is probable that everything one day will be in the melting pot, and it is likely that our own profession will be affected. The R.P.U. will not be behindhand in proffering assistance for the improvement of the Act in any direction where improvement is needed. A good deal of capital has been made out of a few errors that have been made recently in the dispensing of medicines. Neither the Pharmaceutical Society nor the R.P.U. will in any circumstances countenance any deliberate or wilful act of wrongful dispensing. Such cases are happily extremely rare. Even the analysts themselves vary in a greater degree in their findings. If experts cannot agree, who is to decide? Mr. J. Lancaster proposed the health of "The Visitors." Responding, Mr. H. B. Hammond said he looked forward to the time when there will be reciprocity and co-operation between local associations. The London associations are closely bound together. There is in London a considerable anti-provincial feeling. It is up to the provinces to counteract that, and it can be done by the interchange of delegates, and many of our problems would be satisfactorily dealt with. London ducks are supposed to be swans, but when they come North they turn out to be drakes. After all, the provinces are the backbone of the Pharmaceutical Society. Mr. Roberts replied to the toast of "The Chairman," which was proposed by Mr. Leopold Joseph.

Bradford Association Dinner

THE eighteenth annual dinner of the Bradford and District Pharmacists' Association took place at the Parade Café, Bradford, on November 14, and was a most successful gathering. The President (Mr. J. W. Thorpe) was in the chair, and among those supporting him were Mr. F. G. Hines, York; Mr. H. Richardson, Principal of the Bradford Technical College; and Mr. S. N. Pickard, J.P., one of the founders of the Association. Apologies for absence were received from Mr. E. T. Neathercoat (President of the Pharmaceutical Society), the Lord Mayor of Bradford (Alderman H. M. Trotter), the four Members of Parliament for Bradford, and other friends. A telegram of good wishes had been sent from the Bradford Association to the Leeds chemists, and the chairman read to the assembly a wire from Leeds in similar terms. Proposing "The Pharmaceutical Society," Mr. F. W. Appleyard drew attention to the happy arrangement of classical quotations on the toast list, and expressed his thanks for a ready-made text: "For the future is of more consequence than the past." Mr. F. G. Hines, in responding, said he had read in a recent newspaper article of Bradford's forward position in the world of education. As a member of an educational body like the Pharmaceutical Council, that aspect appealed to him strongly, and he wished to congratulate Bradford on what was stated as a fact—that Bradford had a higher proportion of boys and girls receiving secondary education than any other city. He felt that the future of pharmacy rests very largely on the educational policy of the Society. The prime function of the chemist is the dispensing of medicines,

and the policy of the Society must be directed to securing one legal standard of dispensing. Therefore it behoves chemists to see that no charge can be laid against them, and that their own house is in order. He would say emphatically that it is not fair to judge pharmaceutical dispensing by the high mathematical standard of the analytical laboratory. He believed that much of the apparent laxity in dispensing standards is attributable directly to the false economy, the atmosphere of cheapness, surrounding the whole dispensing practice under National Health Insurance. Chemists are still handicapped also by obnoxious Regulations under the Dangerous Drugs Act, a legacy of the war. The penalties inflicted on certain South Wales chemists some little time ago—chemists whose action had brought to justice a man and his wretched drug habits—were outside the pale of English justice. (Hear, hear.) The Council had taken the matter up with the Home Office, and it is up to chemists generally to help in trying to infuse into the officials responsible for the administration of the law a little more common sense. The Council is always glad to have a square deal with any Government Department—activities of which harass the chemist.

POSITION OF THE TECHNICAL COLLEGE

Proposing "The Visitors," Mr. A. T. Bailes referred to the presence of Mr. Pickard and of Mr. Richardson. They were all sorry that their efforts, in conjunction with Principal Richardson, to secure for the Bradford Technical College full recognition for Part II of the Pharmaceutical Society's curriculum, as well as for Part I, had not been successful, but they hoped this would yet be brought about. Mr. S. N. Pickard, responding, said he was proud of the Association, of which he had been a founder and from which he had gone as a missionary to help in the forming of the Dewsbury Association before he went to the Dewsbury district himself. In a brief reference to the recent widespread newspaper publicity about inaccuracies in dispensing in the Dewsbury district, Mr. Pickard said he was not one of the chemists concerned, but he thought the newspapers might have been fair enough to give equal publicity to both sides. They had not told the public that, of the nine prescriptions concerned, eight had absolutely satisfied the medical officer of health. Principal H. Richardson, proposing a toast to the Bradford Association, thanked the Bradford chemists for their help in the effort to secure recognition for the College. He thought the Association had reason to be proud not only of its present activities, but of such members as the late Mr. West. It was regrettable that changes which the Pharmaceutical Society thought desirable in regard to the examination of students should have deprived Bradford, if only for a time, of its position in the forefront of pharmaceutical education. It was not for him to say to the Pharmaceutical Council—which he presumed knew its own business best—what should or should not be done; but he was prepared to say they have in Bradford an institution the adequacy of whose facilities for Part II training have never been questioned. At that institution they are allowed to begin the training of pharmacists, but not to finish it. Though for the moment their efforts to get recognition were not successful, he felt confident that with such an energetic chemists' association the time was not far distant when Bradford would again be in the forefront. (Applause.) Mr. Thorpe, responding on behalf of the association, said he felt sure that the sympathies of Mr. Richardson which have been experienced hitherto would be continued, and they all hoped with Mr. Richardson that recognition would ultimately be secured for Part II training at the College. The chemists had worked very hard in this matter, and they felt it was really wrong that their students should be put to the unnecessary expense of leaving home to finish a training for which there are facilities on their own doorstep in an institution second to none in the country. (Applause.) Bradford chemists were thoroughly loyal to the Society, but in this matter they felt they had a very just claim. (Applause.)

Parliamentary Election

Parliament Prorogued

THE second session of the thirty-second Parliament of the United Kingdom, which was opened on February 13, ended on November 16, when Parliament was prorogued until December 20.

Election Dates

Nomination day is November 26, and polling will take place on December 6. The results will be declared on December 6 and 7. The main question before the electors is the desirability of incorporating measures of protection of British industries by means of import tariffs in the next Budget. The Government desire by this means to introduce protection for manufacturers, but to except certain food products. The Liberal and Labour parties claim that Free Trade is still the most suitable policy for this country.

Report on Army Pharmacists

A circular letter has been sent by Sir William Glyn-Jones, secretary of the Pharmaceutical Society, to the secretary of each branch of the Society, asking that every candidate for election be approached with a view of ascertaining whether he or she will support an application to Parliament for the publication of the report on the employment of pharmacists in the Army presented by the Committee of 1920 to the Army Council early in 1922.

Early Closing Association Manifesto

Captain Larking, secretary of the Early Closing Association, has issued the following statement:—

This Association realises that little will be gained by bringing extraneous matters into this election, which is clearly one of "Protection" *versus* "Free Trade," plus "Levy on Capital." We have, therefore, decided not to issue any *questionnaires* to candidates as at previous elections, but to wait until the new Parliament is elected, then to appeal to every member to support this Association's parliamentary programme, viz.: (1) Permanent compulsory early closing of shops; (2) permanent six months' period to the Summer Time Act; and (3) restrictions on Sunday trading. This will be followed up by our usual spade and propaganda work throughout the country.

British Perfume Industry Survey

In a lengthy and closely reasoned letter appearing in "The Daily Telegraph" of November 19, E. Rimmel, Ltd., perfumery manufacturers, London and Paris, discuss the outlook for British perfumery in the prevailing conditions. Messrs. Rimmel write:—"To our immense regret, we learn that within the last two months the proprietors of two of the oldest houses in the trade (both being established in the eighteenth century) have had to dispose of their businesses. To our certain knowledge there are many other perfumery houses of considerable age rapidly approaching the same condition of affairs. . . . We can, in fact, import here our own soaps from France and retail them to the public at prices which do not even represent our prime cost of the very same articles manufactured here in England! On the other hand, if we send those same British-made high-costed soaps to France a duty of 28.80 francs per 100 kilos on perfumed toilet soap and 120 francs per 100 kilos on transparent soap, added to the selling prices, renders those prices utterly prohibitive. . . . Our greatest and fiercest competitors in the trade are the French. They do not generally take the risk of quoting their prices in francs to this country, owing to the shifting nature of the exchange, but in sterling. They thus have been making such profits out of their British trade that cue of the two leading French houses has been able this week to reduce its prices by no less than 40 per cent., notwithstanding the fact that the prices of raw materials have not fallen! . . . One disability British manufacturers are suffering from is the cost of production, caused principally by the immense taxation and rates they have to pay. The taxation is to pay for the war and our debts; our competitors are not attempting either—hence their costs of production are less."

Notes on Candidates

Several of the candidates referred to in the following paragraphs (all of whom have points of contact with the drug trade) contested Parliamentary divisions at the election of November 15, 1922, and for that reason we are referring to them rather less fully than on that occasion (*C. & D.*, II, 1922, pp. 631 and 653). We have adopted the customary abbreviations: U. for Unionist, L. for Liberal, and Lab. for Labour.

SIR ROBERT BIRD, Bt., M.P., son of the late Sir Alfred Bird, chairman of Alfred Bird & Sons, Ltd., manufacturing chemists, Deritend, Birmingham, is again standing for West Wolverhampton (U.), in which constituency he succeeded his father early in 1922.

MAJOR W. A. BOWDLER, M.P. (L.), of Bowdler & Bickerdike, manufacturing chemists, Church, Accrington, is engaged in a contest for his seat for the Holderness Division of the East Riding of Yorkshire. Major Bowdler was on active service during the war, and was wounded at the Battle of the Somme.

MR. W. C. BRIDGEMAN, M.P. (U.), Home Secretary, is being opposed in the Oswestry Division of Shropshire.

SIR HARRY BRITAIN, M.P. (U.) for the Acton division of Middlesex, offers himself for re-election. Sir Harry was called to the Bar in the late 'nineties. He has made his influence felt in journalism, politics, and municipal life, and has always taken a friendly interest in the House of Commons in matters affecting the drug trade.

MR. E. BROTHERTON-RATCLIFFE, a director of Brotherton-Ratcliffe & Co., Ltd., chemical manufacturers and exporters, Winchester House, Old Broad Street, London, E.C.2, is contesting (L.) South Islington against the sitting member, Mr. C. S. Garland, B.Sc.

SIR JOHN BRUNNER, Bt., M.P. (Brunner, Mond & Co., Ltd.), is again contesting Southport (L.). Sir John married a daughter of the late Mr. Octavius Vaughan Morgan, a director of the Morgan Crucible Co., Ltd., and predecessor of Mr. John Burns in the parliamentary representation of Battersea.

MRS. GEORGE CADBURY, O.B.E., is a candidate (L.) for the King's Norton division of Birmingham, in opposition to the present member, Sir Herbert Austin (U.). Mrs. Cadbury has represented the King's Norton ward on the Birmingham City Council since 1919.

MAJOR A. G. CHURCH, general secretary of the National Union of Scientific Workers, is a candidate (Lab.) for East Leyton.

MR. G. FOSTER CLARK (Foster Clark (1920), Ltd., essence and cordial manufacturers, Maidstone) is again seeking election (L.) for the constituency in which the works of his company are situated.

MR. GEORGE CHRISTOPHER CLAYTON, C.B.E., Ph.D., M.P. (U.), a director of The United Alkali Co., Ltd., is seeking re-election for the Widnes division of Lancashire.

SIR WILLIAM EDGE, M.P. (L.), chairman of W. Edge & Sons, dye manufacturers, Bolton, is again seeking the suffrages of his constituents in the borough.

MR. W. MARSHALL FREEMAN, barrister-at-law and pharmacist, is again a candidate (U.) in the Ilkeston division of Derbyshire. Mr. Marshall Freeman matriculated in the University of London in 1885, qualified as a chemist and druggist in 1890, and passed his final Bar examination in 1904. He was at one time associated with his father in business. Municipal and political affairs have claimed much of Mr. Marshall Freeman's attention since the early 'nineties, and he has also taken a prominent part in educational matters in Birmingham. During the war he rendered important service as a civil liabilities commissioner, and more recently he has presided with distinction over the Complaints Tribunal of the Central Committee appointed by the Board of Trade under the Profiteering Act.

MR. C. S. GARLAND, B.Sc., M.P. (U.), chairman of the Joint Industrial Council of the gas-mantle industry, is appealing to his constituents in South Islington, where he is being opposed by Mr. E. Brotherton-Ratcliffe.

SIR SYDNEY H. H. HENN, K.B.E., M.P. (U.), chairman of Lankshear, Wickstead & Co., Ltd., tartaric acid

manufacturers, London, E.C.2, and a director of Forster's Glass Co., Ltd., the Isleworth Rubber Co., Ltd., and other companies, is being opposed at Blackburn, for which constituency he was returned last year.

MR. P. C. HOFFMAN, organising secretary of the Shop Assistants' Union, is standing (Lab.) for South-East Essex.

LIEUTENANT-COLONEL J. KNOCKELLS HORLICK, second son of the late Sir James Horlick, Bt., is a candidate (U.) for the city of Gloucester.

CAPTAIN AUSTIN U. M. HUDSON, M.P. (U.), is engaged in a three-cornered fight in his constituency of East Islington. Captain Hudson is the son of the late Mr. Leopold Elliot Hudson, F.R.C.S., and grandson of the late Mr. Septimus Vaughan Morgan, one of the founders of THE CHEMIST AND DRUGGIST, "The Ironmonger," and the Morgan Crucible Works at Battersea. He joined the Royal Berkshire Regiment in France in 1916 at the age of nineteen. After being invalided with trench fever, and wounded, he joined the Guards Machine Gun Regiment, and was again at the front in 1918. He resigned his commission in 1920 to join Morgan Brothers (Publishers), Ltd., of which company he is a director. Captain Hudson is being opposed by Mr. A. S. Comyns Carr, a barrister (L.), and Miss Ethel Bentham, L.R.C.P. (Lab.).

SIR WILLIAM JOYNSON-HICKS, M.P. (U.), the Minister of Health, is being opposed in his constituency, the Twickenham division of Middlesex, by Mr. S. Sherman (Lab.).

MR. J. D. KILEY (L.), who lost his seat for the White-chapel division of Stepney at the last general election, seeks re-election. Mr. Kiley took an active part in the House of Commons debates on the Safeguarding of Industries Act.

SIR PHILIP LLOYD-GREAME, M.P. (U.), President of the Board of Trade, is standing again for the Hendon division of Middlesex.

SIR ALFRED MOND, Bt., M.P. (L.), is again seeking the suffrages of his constituents at West Swansea. Sir Alfred was Minister of Health in 1921.

SIR MAX MUSPRATT, Bt. (L.), chairman of The United Alkali Co., Ltd., Liverpool, is standing for the Exchange division of the city, in which his company has long had its headquarters. Sir Max, whose father, Dr. E. K. Muspratt, died not long ago at the venerable age of eighty-nine, was elected to the Liverpool City Council in 1904, and became Mayor in 1916. He sat for the Exchange division for some time in Parliament from 1910 onwards. During the war he was appointed, with two other experts, to supervise on behalf of the Government the production and distribution of raw material used in the manufacture of explosives.

SIR M. MUSPRATT, Bt.

MR. N. SARGANT (W. Sargant & Sons, produce merchants, London, E.C.) is again standing as a candidate (L.) for North Islington. There is also a Labour candidate, Mr. G. Bennet, in the field, and a Unionist

candidate is to be selected, the old member, Sir Newton Moore, having decided to retire. Last November Mr. Sargant was third at the poll.

COLONEL K. P. VAUGHAN MORGAN, M.P. (U.), a director of The Morgan Crucible Co., Ltd., seeks re-election for East Fulham.

MR. H. H. SLESSER, who was junior counsel for the defence in the "test case" (Jenkin v. the Pharmaceutical Society of Great Britain) in 1920, is again standing (Lab.) for Central Leeds.

SIR WILLIAM WHITLEY, M.D., L.P.S.I., has intimated that he will not be a candidate for the representation of Queen's University, Belfast, in Parliament, which he has held since the University was enfranchised. The Unionist candidate will be Colonel Thomas Sinclair, M.D.

SIR RICHARD WINFREY, M.P. (L.), Ph.C., is standing for the Gainsborough division of Lindsey, at present represented by Major J. E. Molson (U.). Sir Richard is a Lincolnshire man, and was apprenticed at Stamford. He passed the Major examination in 1880, and was subsequently with John Bell & Co., Oxford Street, London, W. From pharmacy Sir Richard found his way into journalism and agriculture, his services as an expert in the last-named sphere receiving recognition in 1916 by his appointment as Parliamentary Secretary to the Board of Agriculture. He is an ex-Mayor of Peterborough. During his seventeen years as member for South-Western Norfolk Sir Richard has never lost his interest in pharmacy, both in Parliament and outside it.

SIR LAMING WORTHINGTON EVANS, M.P. (U.), Postmaster General, who is the son of a London solicitor, has been Unionist member for Colchester since 1910, and while the National Insurance Act was going through Parliament proved himself completely *au fait* with the details of that measure. Sir Laming's father was legal adviser on trade matters to THE CHEMIST AND DRUGGIST more than fifty years ago. Sir Laming is being opposed by Captain R. L. Reiss (Lab.).

SIR R. WINFREY, M.P.

Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc., occur.

Tuesday, November 27

Ealing Pharmacists' Association, Acton Baths, at 7.45 p.m. Whist drive. Tickets (5s. each) from Mr. Arnold Roberts, Market Place, Acton, W.3.

Glasgow Pharmacy Club (Rambling Section).—Visit to University. Meet at University Car Terminus at 3 p.m. Leader, Miss Horne.

Wednesday, November 28

Edinburgh Chemists' Assistants', and Apprentices' Association, Windsor House, Hillside Crescent, at 8 p.m. Whist drive and dance. Tickets (5s. each) from members of the Committee.

Newcastle-on-Tyne Chemists' Association.—Lecture on "Liquid Air," by Mr. Mills.

Manchester and Salford Chemists' Assistants' Association, Clarion Café, Market Street, Manchester, at 7.45 p.m. Whist drive. Tickets (2s. each) from members of the Committee.

West Kent Pharmacists' Association, Royal Bell Hotel, Bromley, at 6.30 p.m. Annual dinner. Tickets (10s. each) from W. J. Dalby.

Thursday, November 29

National Association of Women Pharmacists, Hotel Russell, London, W.C., at 8.30 p.m. Mr. Darrell Steel (Anglo-American Oil Co.) on "Viscosity of Liquid Paraffin."

Pharmaceutical Botany

XXXII. Grasses of Wheat

GRASSES cover more space on the earth's surface than any other kind of plant. As food for man and beast they also surpass all other vegetation in economic importance. Three—barley, oats, and wheat—are of sufficient importance in medicine to be included in the pharmaceutical syllabus. The grasses are easily recognised by their hollow, jointed stems, with two rows of alternating sheathing leaves bearing a characteristic membranous outgrowth (ligule) at the base of the leaf-blade. The closely allied sedges are weeds, often grass-like in habit, but generally possessing solid triangular stems and leaves without ligules. The flowers of both grasses and sedges are small, and being on a short axis without stalks (sessile) form a spikelet.



Fig. 105.

The latter term is a diminutive for spike. (Compare Fig. 86.) The inflorescence of wheat is a compound spike, i.e., spike of spikelets. The structure of the spikelet (itself composed of several flowers), is well illustrated by wheat, the numerous cultivated varieties of which are regarded for the most part as forms of the common wheat, *Triticum vulgare*, Villars. When a flower is borne on the axil of a leaf, the latter is called a floral leaf or bract. Bracts may resemble the ordinary foliage leaves, but frequently they are reduced to scale-like leaves or even tooth-like structures. The compound spike of wheat has two rows of spikelets. Each spikelet (Fig. A) consists of a short axis bearing a double row of overlapping alternating bracts. The two lowest bracts, which are empty

owing to non-development of the flower-buds in their axils, are termed glumes. The next three or more bracts above the glumes contain flowers, and are accordingly termed flowering glumes. In wheat the glumes are broadly ovate, with a blunt tip ending in a sharp point (mucronate). The flower-stalk in many Monocotyledons often bears a single little bract (bracteole) opposite the true bract. (In Dicotyledons there are commonly two bracteoles.) In grasses this is represented by a thin scale with inflexed margins, termed palea, opposite the flowering glume. The flowering glume (bract) may be also distinguished as the outer palea, and the palea itself as the inner palea (the latter, foreshortened, and the structure of the flower is shown in Fig. B). We have already noted that in Monocotyledons the parts of the flowers are usually arranged in threes. The grasses show a departure from this by suppression of parts—a common feature in compressed inflorescences owing to functions which would ordinarily be fulfilled by the suppressed parts being exercised by other organs. In the grasses the glumes and palea adequately protect the essential parts of the flower (stamens and carpels), which normally would be done by the perianth. Accordingly the latter is reduced to two minute scales (lodicules) lying at the base of the ovary. These are retained because they still have useful work to do in exposing the mature stamens through becoming swollen and pressing the flowering glume downwards. The flower proper consists of three stamens with hinged (versatile) anthers on slender stalks (filaments) and a superior ovary with one cavity (monocarpellary), but two brush-like stigmas. The floral diagram (Fig. C) indicates the relationships of the parts of the grass-flower to its palea, and also, by dots, its missing members. The

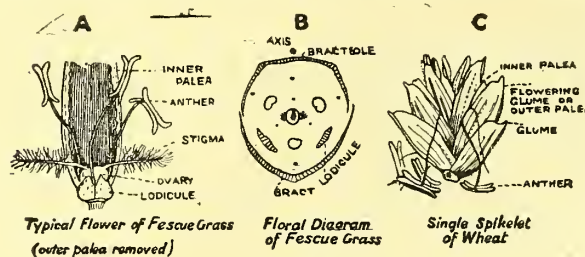


Fig. 106.

floral formula is $KO.C2.A3+O.G.$. The ovary should be three-chambered, but by abortion two of these three chambers have been lost, a fold on the posterior side (nearest the axis, i.e., farthest away from the observer), indicating its monocarpellary condition. Note, however, that only one of the theoretically three stigmas has been lost, that for which there is no room, being opposite the bract. It is an advantage to have a stigma projecting from each side of the flower, so that two have been retained. The flowers of bamboos, which belong to this family, have more lax inflorescences and are much less reduced, possessing three lodicules, six stamens and three stigmas. It is this adaptation to circumstances which moulds parts of even closely allied plants to such diverse degrees. In a grass-flower all the energy is used to produce a single fertile seed so that only one erect ovule is produced in the ovary. The flowers themselves are admirably adapted for wind-pollination. In any particular flower the stigmas mature first and protrude from each side to catch on their feathery tips pollen blown from the anthers of older flowers. Later the filaments of the stamens elongate and hang over the edge of the glumes, the swinging of anthers aiding the emptying of the pollen grains. This insures cross-pollination. Wind-pollination is a wasteful method, but in grasses the arrangement is so effective that three stamens suffice to provide all the pollen necessary. In the pines hundreds of stamens are produced to one ovary. Cultivated cereals are commonly self-pollinated, so that risk of not being pollinated is almost non-existent. The couch grass (*Triticum repens*) is another member of the same genus as wheat. It is a pestilent weed owing to its creeping rhizome, which, when dried, is used in medicine.

Personalities

COUNCILLOR W. J. GREGORY, chemist and druggist, Weymouth, has been appointed a member of the borough education committee.

COUNCILLOR C. GERRING, chemist and druggist, New Romney, has been appointed a representative trustee of Southlands Hospital Charity.

COUNCILLOR C. A. CRITCHLEY, Ph.C., Blackburn, has recently been confined to his room as the result of an accident, fortunately not of a serious nature.

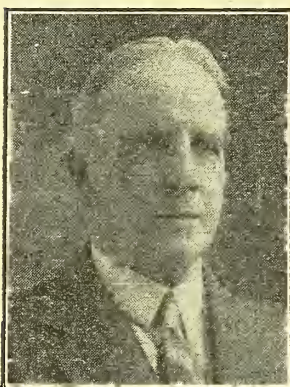
MISS D. E. FOSTER, late manager of the packed-goods department of Evans, Gadd & Co., Ltd., Exeter, has joined the advertising staff of Burroughs Wellcome & Co., London, E.C.

MR. D. S. PRIESTLEY, chemist and druggist, Bradford, who has been ill for some time, has been under successful treatment at Manchester and has returned home much improved in health.

ALDERMAN J. R. BIRKETT, J.P., chemist and druggist, Morecambe, was, on November 7, entertained to a complimentary dinner in recognition of his services as Mayor of the borough on nine occasions.

COUNCILLOR H. J. MARTIN, chemist and druggist, Christchurch (member of the Executive of the Retail Pharmacists' Union), has been appointed a member of a deputation to the Minister of Health in connection with the local housing scheme.

MR. H. MILNER BLACK, Ph.C., F.I.O., who, as mentioned in our issue of November 17, has taken office as



MR. H. MILNER BLACK

Mayor of Brighton for the ensuing year, was born in London, and served his apprenticeship to a son of the late Mr. Henry Deane, Clapham, S.W. After passing the Major examination in 1887, he had five years' experience in Australia and two years in the United States. In 1896 he purchased the business of Mr. E. Wyborn, in Brighton, and removed it to St. James's Street, where he developed an extensive optical connection. Mr. Black has been a member of the Brighton Town Council since 1902 (except for a short interval), and has done

much useful work on its education committee.

MR. G. B. WRIGHT, chemist and druggist, Hebden Bridge, who is retiring (see next column) after thirty years in business in that town, has been presented by the Mytholmroyd Tennis Club, of which he has been President for three years, with an oak clock.

To the list of Mayors given in our issue of November 17 must be added the names of Dr. W. H. Martindale, Ph.C., Mayor of Winchelsea, Mr. S. D. Gill, chemist and druggist, Mayor of West Bromwich, and Sir William Veno (chairman of the Veno Drug Co., Ltd., Manchester), Mayor of Altrincham.

At a meeting of the Hatton Lodge of Freemasons, 3041, on November 15, Mr. W. A. Cooke, chemist and druggist, Wellingborough, was installed W.M. Mr. Cooke invested Mr. R. H. Robinson, chemist and druggist, of the same town, as S.W., and Mr. Ralph Palmer, chemist and druggist, Earls Barton, as I.G.

MR. L. H. HARTLAND-SWANN, C.B.E., chairman of International Icilm Trading Co., Ltd., of Vinolia, Ltd., and of Blondeau & Cie, Ltd., has joined the board of Lever Bros., Ltd., and has been appointed a managing director. Mr. Hartland-Swann will devote his attention chiefly to the toilet companies associated with Lever Bros., Ltd.

IN consequence of the shortness of time available to canvass properly the large and scattered Cannock Division of Staffordshire, Mr. H. S. Abrahamson has withdrawn his name from the list of candidates at the forthcoming general election. Mr. Abrahamson, however, purposes contesting a division at the earliest opportunity.

MR. H. TURNER WIDGERY, of the advertising staff of Burroughs Wellcome & Co., London, E.C., and son of the late Mr. John Widgery, chemist and druggist, Uxbridge Road, London, W.12, has been elected to represent the Regent Advertising Club on the general committee of the forthcoming International Advertising Convention, to be held at Wembley in July, 1924. Mr. Widgery is a member of the executive committee of the club, particulars of which may be obtained by writing to him at 85 Furness Road, N.W.10.

DR. INGLIS CLARK, F.R.S.E., Ph.C. (Duncan, Flockhart & Co., manufacturing chemists, Edinburgh), gave an interesting lecture, profusely illustrated by natural-colour photographs, on "North Africa," in the Kingsway Hall, London, W.C., on November 19. Before conducting his audience from Algiers to Tunis, Dr. Clark dispelled several popular illusions regarding climate, travelling facilities, and so forth. Among the places visited by Dr. and Mrs. Clark were the old Roman town of Constantine, reached from Algiers by the Grande and the Petite Kabylie, thence via Lambese and Timgad to Biskra. Several pictures of the old and new parts of the town and the Garden of Allah were shown, and though these and the ones which had preceded them had been much appreciated, the wonderful sunset effects and another by moonlight earned the greatest applause. It was at Biskra that Dr. Clark, at considerable risk to himself and by means of much bribery, visited a harem, comprising five wives and twenty-seven children, but not kept in such palatial surroundings as are invariably associated in the European's mind with these institutions. Owing to the bad light and hurried visit it was impossible to take photographs. The next halt was at Touggourt, of which the pictures of the underground streets were striking, then across the desert, the night being spent under canvas, to Temacin. The arrival of the Timbuctoo Citroen Expedition coincided with Dr. Clark's visit, and the photographs taken in this district included some of the cars. The journey was then continued to Bona, Beja, Tunis, Susa, Kairouan and El Djem. The country and its inhabitants are admirable subjects, provided the "necessary consideration" is available, for colour photography, and Dr. Clark has made excellent use of his opportunities. The lecture was interspersed with snatches of ancient history and personal experiences of the land of Islam that must have aroused a feeling of envy in many of his listeners.

Business Changes

TAYLOR'S DRUG CO., LTD., have acquired the business of Mr. Peter Hitchon, 11 Burnley Road, Padiham, near Burnley.

WANDS, LTD., chemists, Leicester, have acquired the business of the late Mr. W. W. Whittle, 215 Charnwood Street.

MR. E. HENCHLEY, chemist and druggist, Boscombe, Bournemouth, will shortly open a pharmacy in Southbourne Grove, Southbourne.

HEBDEN BRIDGE CO-OPERATIVE SOCIETY, LTD., are taking over, as from December 1, the business of Mr. G. B. Wright, chemist and druggist, Albert Street (see previous column).

CORONER ON PANEL PRACTITIONERS.—In the course of a recent inquest Dr. F. J. Waldo, coroner for the City of London and Southwark, said that he had heard of cases in which panel doctors had not opened their surgeries at all on Sundays, the consequence being that parents could not get their doctors when their children were taken ill. Panel doctors with big practices were supposed to have partners or to make arrangements for other doctors to take their place when they went away.

Births

Notices for insertion in this column must be properly authenticated

PEEBLES.—At 735 Hawthorne Street, Springburn, Glasgow, on October 30, the wife of William Peebles, chemist and druggist, of a daughter.

RULE.—At 1 Broadgate, Botley, Hants, on November 14, the wife of G. G. Rule, M.P.S., of a son.

Marriages

BROWNIE-McNAIR.—At St. Margaret's U.F. Church, Fairlie, recently, Archie McNicol Brownlie, chemist and druggist, Skelmorlie and Largs, to Georgina Hay McNair, chemist and druggist, youngest daughter of Mr. C. H. McNair, Laurel Bank, Fairlie.

NESS-MILNE.—At St. Andrew's Scots Kirk, Colombo, on October 10, James Fraser Ness, chemist and druggist, late of Kirkcaldy, to Elizabeth Grant Milne, Aberdeen.

Deaths

ALABONE.—At 6 King's Road, Bengeworth, on November 9, Mr. Basil Guy Gerrard Alabone (Alabone & Co., Ltd., chemists, Port Street, Evesham), aged thirty-eight. (See p. 707.)

BANNER.—At the residence of his daughter, "Red Gables," College Road North, Blundellsands, Liverpool, on November 18, Mr. Edward Richard Banner, chemist and druggist, aged seventy-nine. Mr. Banner, who had been in business in Byrom Street for many years, was a Freeman of the city of Liverpool.

DERRICK.—At Bristol, on November 19, Mr. E. W. Derrick, a director of R. J. Reuter Company, Ltd., druggists' sundriesmen, 69 Carter Lane, London, E.C.4, aged sixty. Mr. Derrick became Mr. R. J. Reuter's representative in 1894, and for the next few years covered the whole of Great Britain and Ireland. From 1900 onwards he practically confined himself to a Scottish ground, and at the beginning of the present year he took up an indoor position at his own request. Mr. Reuter's business was recently converted into a limited company, Mr. Derrick and Mr. H. E. Cooper joining the founder on the directorate. Of a quiet and retiring disposition, Mr. Derrick will be missed by all who learned to value his sterling qualities. He leaves a widow.

LE POIDEVIN.—In the Alexander Nursing Home, Guernsey, recently, Mr. John Rougier Le Poidevin, chemist, 59 Bath Street, St. Helier, Jersey, aged seventy-eight. Mr. Le Poidevin, who was born in Guernsey, carried on business in St. Helier for more than fifty years. Of a genial temperament, he was highly esteemed in the island. A widow and a grown-up family survive him.

PRESTON.—The funeral of the late Mr. Job Preston, chemist and druggist, Sheffield, whose death was recorded in our issue of November 17 (p. 685), took place at Crookes Cemetery on November 15. The family mourners present included Mr. Ernest Preston, Ph.C., Mr. Christopher Preston, Ph.C., and Mr. Philip G. Preston (sons); and the Sheffield Pharmaceutical and Chemical Society was represented by Mr. H. B. Hammond (President), Mr. H. Greenfield (secretary), Mr. J. Austen and Mr. H. G. Williams.

RAMSAY.—At 18 Bridge Street, Montrose, on November 16, Elisabeth Arnott, widow of the late Mr. James Ramsay, chemist and druggist, aged ninety-six.

ROBERTSON.—At "Bellevue," Ferry Road, Edinburgh, on November 19, Mr. George Robertson, chemist and druggist, 62 Inverleith Row. Mr. Robertson passed the Qualifying examination in 1884.

STEVENSON.—At Mount Pleasant, Hose, on November 3, Mr. John Joseph Stevenson, retired chemist and druggist, aged seventy-two. Mr. Stevenson founded a business in Pelham Street, Nottingham, in 1882, and after carrying it on for thirty-four years took Mr. W. M. Waton,

chemist and druggist, into partnership. In 1921 Mr. Stevenson retired, and Mr. Waton became the sole proprietor.

YOUNG.—The funeral of the late Mr. John Rymer Young, J.P., Ph.C., Warrington, whose death was recorded in our issue of November 17 (p. 685), took place at the Manchester Crematorium on November 16. A large and representative body of pharmacists attended to pay their tribute of respect to a colleague who was loved both as a man and as an old member of the Manchester Pharmaceutical Association. Among those present, besides family mourners, were: Mr. D. Dickson (President of the Manchester Pharmaceutical Association), Mr. A. J. Pidd (treasurer), Mr. T. Miller (secretary); Mr. W. Kirkby, M.Sc., Mr. T. E. Eastwood, Mr. J. Cleworth, and Mr. E. H. Simmons (Past-Presidents of the Manchester Pharmaceutical Association); Mr. A. C. Vallance; Mr. A. L. Blain; Mr. Blackburn; Mr. Burgess; Mr. A. W. Ashcroft and Mr. J. L. Hirst (Liverpool).

Recent Patents

Abstracts of specifications of recently-granted patents for inventions. The complete specification (1s. each including postage) of British patents can be obtained from the Patent Office, 25 Southampton Buildings, London, W.C.2, on quoting the name of the patentee and the number of the patent.

Cleaning Composition.—A preparation obtained by emulsifying paraffin oil, soap and water, for removing grease and dirt from the hands without the use of water. (H. D. Golding and The United Alkali Co., Ltd. 205,599.)

Distance Finder.—A distance finder for photographic cameras consisting of a frame provided with an aperture divided by an inclined bar so as to present an angular aperture, whereby the field of view gradually decreases in pitch as the sides converge, enabling the distance of an object of approximately known height to be determined. (G. E. Cole. 205,650.)

Dialkylbarbituric Acids.—A process for the manufacture of new unsymmetrical C.C.—dialkylated derivatives of barbituric acid, e.g., isobutylethylbarbituric acid, isobutylpropylbarbituric acid, etc., based on alkylising a mono-alkylbarbituric acid, or on the direct condensation of urea, or of its generators, with a dialkylmalonic derivative. (E. Layraud. 191,008.)

FRANCE

Acetone from Acetylene.—A mixture of acetylene and steam, heated to 350° to 450° C., is exposed to the action of thorio-potassium carbonate as catalyst, resulting in the direct production of acetone. (Société Elektrizitätswerk Lonza. B.F. 561,377.)

Removal of Tattoo Marks.—A process for removing tattoo marks, or marks caused by particles of coal penetrating into the skin, consisting in the application of acetic ointment, in the form of a plaster, followed by the use of a solution of rose water 100, hydrochloric acid 1, sea salt 10, tannin 30 grams, for rubbing the part. (M. Cheyre. B.F. 561,421.)

GERMANY

Silicates for Intravenous Injection.—A process for preparing a neutral solution of sodium silicate for intravenous injection, consisting in adding 25 c.c. of a 10 per cent. alcoholic solution of iodine to 300 c.c. of a 1 per cent. solution of sodium silicate; the excess of alkali is bound by the formation of sodium iodate and sodium iodide. (Dr. A. Kuhn. D.R.P. 384,587.)

Soluble Guaiacol Preparations.—A process for the preparation of highly concentrated stable solutions of guaiacols, for hypodermic administration, based on the use of *p*-amidobenzoyl-diethylamino-ethanol hydrochloride. For instance, 50 grams of guaiacol cacodylate, 5 grams of guaiacol and 50 grams of the above-mentioned compound are dissolved in 1,000 c.c. of water; filter, fill in ampoules and sterilise. (Dr. Rex Chemische Fabrik und Drogen Grosshandels A.G. D.R.P. 384,688.)

Trade Notes

THE SOUTH AFRICAN agents for Benger's Food, Ltd., are Hill & Everett, 159 Longmarket Street, Cape Town. The postal address is P.O. Box 573, Cape Town.

JOSÉ SERRANO WINES.—Ayrton, Saunders & Co., Ltd., Liverpool, advertise the José Serrano wines in this issue. A folder is issued dealing with the various wines, stating the conditions of sale and other particulars.

SHOPFITTING.—Fredk. Sage & Co., Ltd., 58-62 Gray's Inn Road, London, W.C.1, show in their advertisement specimens of their work in shopfitting and equipment. The company claim to be the largest shopfitting organisation in the world.

WRIGHT'S COAL-TAR SOAP.—Wright, Layman & Umney, Ltd., Southwark, London, S.E.1, are offering during November and December a window-show bonus of Wright's coal-tar soap, and are including fifty copies of Wright's painting book with each order.

LIVERPOOL VIRUS.—Evans Sons Lescher & Webb, Ltd., Liverpool, state that the sales of Liverpool virus have increased in all parts of the country. It is possible that the new method of packing the virus, illustrated in the company's advertisement, has contributed to bring this about.

NORVIC BANDAGES.—Grout & Co., Ltd., Great Yarmouth, have issued a new showcard in colours, advertising the Norvic crêpe bandages. On the left-hand side is a picture of a popular actress wearing a Norvic, and on the other side of the card is a space for a 3-in. bandage. The showcard is obtainable on application.

VANILLA BEAN AGENCY.—E. Guillevic & Co., 19 St. Dunstan's Hill, London, E.C., have recently been appointed sole representatives in the United Kingdom for Derode & Dammann, 8 Boulevard Sébastopol, Paris, importers and dealers of vanilla beans. Derode & Dammann have branch houses at Havre, Marseilles and Madagascar.

NEW FORM OF LEMON JUICE.—Wilson & Mansfield, 41 Eastcheap, London, E.C., are offering a form of Sicilian raw lemon juice, made by a special process, to meet the requirements of manufacturers of cloudy lemon squash. The special point of this juice is that it contains a large proportion of thick pulp, in which the fruit cells remain intact. The juice is preserved.

SALICIN PROPAGANDA.—The St. Amaund Manufacturing Co., Ltd., Carnwath Road, Fulham, London, S.W.6, are sending to medical men literature regarding the therapeutics of salicin. These take the form of well-produced folder and booklet containing well-documented information on the therapeutics of salicin. Samples of salicin tablets are also sent, but supplies of the drug and its preparations are obtainable only through the wholesale houses.

INSURANCE ECONOMY.—At this time of the year both wholesaler and retailer think over the problem of reducing "overhead" charges, which, if left alone, tend to get out of hand. In regard to insurances of all kinds, Lloyds' policies offer a means of economy, with the fullest security, untrammelled with a multiplicity of conditions and exceptions. Benton, Churchill & Co., 147 Leadenhall Street, London, E.C., offer to send a representative to discuss insurance economy with any *C. & D.* subscriber who is interested in reducing his insurance premiums.

MAW'S PRICE LIST.—S. Maw, Son & Sons, Ltd., Aldersgate Street, London, E.C., have sent us a copy of their price list for 1923. This is a substantial book of 637 pages, and recalls the pre-war catalogue, upon which, however, it is an improvement in several respects. The frontispiece is an engraving of George Maw, who founded the business in 1807, and then follows the eight sections of the work, of which the first, devoted to druggists' sundries, occupies the greatest bulk. A convenient thumb index enables the reader to turn easily to the different sections, and here and there are coloured insets referring to special manufactures. The book is copiously illus-

trated, and the pricing of the items is now possible through the greater stabilisation of trade that has now taken place. The list resumes its position as the standard reference book on druggists' sundries.

"SOLOID" ALUMINIUM SULPHIDE.—Primarily in connection with the method of water analysis described by Dr. Thresh in his book on that subject, Burroughs Wellcome & Co. have introduced "Soloid" aluminium sulphide 0.1 gm. for the preparation of sulphuretted hydrogen solution. This replaces the zinc sulphide and oxalic acid previously used for this purpose. A good H_2S solution may be prepared expeditiously by allowing one "Soloid" aluminium sulphide to remain for two or three minutes in 10 c.c. of water. The product quickly disintegrates and the water becomes saturated with the gas. The usual cumbersome apparatus is dispensed with. The convenience of the method will be obvious to those who occasionally require small quantities of sulphuretted hydrogen. "Soloid" aluminium sulphide 0.1 gm. is issued in packages of twenty-five.

SHALIMAR MANICURE OUTFITS.—Dubarry et Cie, 81 Brompton Road, London, S.W., send for our inspection

one of the Shalimar manicure outfits which they advertise in this issue. The outfits sell at 3s. 6d., 5s., 7s. 6d., and 15s. each, and are excellent value for the money considering the range of contents and high-class packing. The 7s. 6d. outfit, for example, contains bottles of Lotion Shalimar and Cutidel, Nacrayon, savon Shalimar, Glinta cuticle cream, crème Shalimar, nail polishing stone, emery boards, and orange sticks. As Christmas presents the outfits should take the public fancy, and the fact that they are British made is an additional recommendation. The illustration conveys an idea of the style of packing, but loses its force because we cannot reproduce the colour scheme of the outfit. The outer box is covered with blue leatherette and is attractively decorated. A leaflet of directions is enclosed with each outfit, in which the art of manicure is taught.



Information Department

INFORMATION WANTED

- | | |
|--|---|
| A/1311. Clark & Lubb's indicators | M/2011. "Imperial" Gillette blade sharpener |
| E/311. Campana's Italian Balm (London supply) | A/611. Naftisal |
| B/611. Dr. Huter's powder | B/2011. Paracryptol |
| H/1311. "Ergon" brand Comp. Hypophosph. (for diabetes) | E/1311. "Pride of London" corn paste |
| E/611. Evans' Crislene (wood preservative) | D/911. Private tuition in London (for qualifying exam.) |
| | M/1511. "Washington" brand cod-liver oil emulsion |

INFORMATION SUPPLIED

- | | |
|------------------------------|-------------------------------------|
| Chemistry experimental sets. | Specie jars. W/1511 |
| F/1911 | Wassermann tests. C/2111 |
| Crusader hot-water bottle. | Weighing machines for shops. S/1511 |
| H/1911 | |

Observations and Reflections

By Xrayser II.

A Comparison of Local Reports

of Insurance Act dispensing reveals several interesting and some curious facts. I notice that in many districts schemes for testing dispensing are being considered, but in none is there any indication what the scheme is. Surely it is desirable that the same scheme should obtain all over the country, and all panel chemists' work be submitted to the same tests by the same authority. A central testing bureau should present no more difficulties than a central pricing bureau, and there is more to be said for it. The difference in the cost of prescriptions in different areas is rather surprising. The average recently seems to have been something like ninepence per script, but there are differences of more than a penny per script between some areas and others. These differences are equally remarkable if only ingredient prices are considered. Apparently it is chiefly due to variation in these that the total cost varies as it does, but as the reports are not all in the same form comparison here is not easy. The reported average cost per insured person (this refers only to last week's reports) varied in different areas from 32.9d. to 27.5d. For these differences the prescribers are, of course, responsible.

"Arithmetical Legerdemain"

is a very happy description of the process of calculation required for an understanding of the terms allowed us for Insurance dispensing, and I confess that a severe headache is the chief result of my own endeavour, even with the help of your articles, to apportion the items by which the total amount of the fee is made up. The subject, indeed, almost ceases to be interesting, and tends to become merely exasperating to one not naturally expert in dealing with figures, and I feel in regard to it much as Mr. F. E. Grant, of Trinidad, must have done towards the Government analyst's evidence in the Glauber's salt case. There is, in fact, a singular correspondence between the method of the said analyst and the Departmental Committee whose calculations you criticise. They both "grind exceedingly small." The considerations they bring to bear upon their respective tasks are so exquisitely fine as almost to pass out of sight. "The world's coarse thumb" (to use Browning's metaphor) fails to "plumb" them, and the poor chemist who has to submit to these authorities does so with a confused sense of injustice similar to that of Dr. Jessopp's poor parishioner who, under the stroke of a sudden bereavement, complained that "that owd Providence had always been agen him." By throwing a little light upon the subject you do, however, relieve our minds to some extent. When the cause of a disease is known there is some hope of a remedy.

The Scottish Panel Chemists,

as might have been expected, are beforehand with us in negotiating for the "penny fee" for 1924—at least, I have seen no intimation of anything having yet been done in the matter by our representatives. It is high time they bestirred themselves. If all reports are true, the doctors expect an increase in their grant as a result of the pending inquiry, and it is quite possible that, as the little girl said when she saw the pudding being rapidly served, there will be "none left for Annie" unless we put in our claim betimes. Sir William Glyn-Jones said the other week that the doctors' case was virtually ours, but that is not very obvious. The Government actuary says that no further contribution can be got from the approved societies' funds; the Ministry of Health declines to commit itself to any increase in the Government grant; and if the funds available are to be divided between the doctors and us it is clear that an increased allowance to them means a diminution of ours. Thackeray's

advice, "If you want a thing, ask for it," seems highly pertinent; and I would add, "Ask for it at once, before the possibility of getting it is gone."

The Doctors

have chosen well, and have shown a confidence in the justice of their case which goes far to justify their action throughout. It could, indeed, be wished that they had gained their point, as substantially they have (a court of inquiry, though not exactly equivalent to a court of arbitration, offering them at least an equal chance of a satisfactory settlement), without the threat of a strike or the other tactics of a trade union; but the methods of the Government to secure "economy" (so-called) in all departments of state service without regard to other considerations may be urged in excuse of some lapse from the professional standard of conduct. After all, there is a commercial side even to the healing art, and it is not their fault that circumstances forced this to the front. Their decision to abide by the result of an inquiry is of immense importance to us, and we must hope that its significance will be immediately apparent to our leaders, whether of the Pharmaceutical Society or the Retail Pharmacists' Union. It is certain that not our rate of pay only but the whole question of our part in the medical service of the country will come under review, and our case ought to be—indeed, must be—presented by our natural and statutory protectors. We ought to appear not as a body of tradesmen merely but as members, though in a subordinate position, of the same profession as the doctors themselves.

The Interesting Question,

"Does the Pharmaceutical Society justify its existence?" is, I see, to be debated by the Liverpool Pharmacy Club next week. May I suggest as a pendant to this another question for some subsequent meeting of the club? "Is the Retail Pharmacists' Union a necessary evil?" Of the two I venture to think it the more debatable—not that a good deal may not be said on both sides of the former question, but it is rather more of a *chose jugée* than the other, and some candid friends of the Society may feel a certain difficulty in speaking their full minds about their *alma mater*, now so venerable an old lady. The R.P.U., on the contrary, presents no such difficulty—it is young and vigorous, and should welcome a few hard knocks honestly given; besides which, the question relating to it really is more debatable on its own merits. And if a mere "rag" is intended, what a splendid opportunity it affords!

In Reply to "Speedy"

(C. & D., November 17, p. 704), the training of apprentices in the way in which it ought to be done is now no more worth while in the country than in the town, and has not been for a good while past. Moreover, it is, I should say, more difficult to get them, the level of education in country places being considerably lower than in towns. The consequence is likely to be that the errand lad will to a great extent take the place in the shop formerly occupied by the apprentice. This again means a large increase in the number of non-qualified drug-store keepers, which (once more) is the direct result, seen and foretold years ago, of the Society's educational policy. In many country places where a pharmacist has hitherto managed to pick up a decent though precarious living, a non-qualified man would do equally well from a monetary point of view; and these errand-lads, therefore, are not embarking on a "no-thoroughfare" occupation. I am not complaining, but merely stating a fact. It is quite right that we should "move upward, working out the beast," but he won't die. He will survive to bite our heels as we climb the ladder of pharmaceutical progress.

"RAISE FOXES," "a most profitable diversion for professional men," figures as an advertisement in the "Journal of the American Medical Association."

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Editorial Articles

The Sugar Outlook

COMMENTING on the rally in sugar and indications of a revival of confidence under a generally improved demand in the chief consuming countries and the stronger market conditions in Cuba and Java, we suggested in our issue of September 5 the possibility of firmer markets in the near future. Since then the recovery in prices made further progress amounting to 3s. 6d. per cwt. in British cubes, 4s. in American granulated, and well over that amount for

near-at-hand Java sugar, while quotations in white sugar futures gained 3s. 6d. to as much as 5s. 6d. per cwt., according to position. Near positions were particularly affected, and went to a considerable premium at prices ranging up to about 27s. 6d. a few weeks ago. This was precisely in line with the forecast made in our columns at the date mentioned above, when the rapid improvement in the Java situation had not as yet been fully realised in the open market. The trend of prices has wavered to some extent over the latter part of October, and the feeling was recently a little uncertain and nervous, due to the variable reports relating to the new Cuban and Continental beet crops. This partly explains the lull in the general demand and the caution recommended to trade buyers in certain quarters, to say nothing of the bold forecast that had been made that prices must decline within the next few months. Views, however, among trade experts are now bullish as to the course of the market over that somewhat critical period, not only because of crop uncertainties but also due to the law of supply and demand. The fact must not be altogether lost sight of that the market is not confronted with any large supplies of actual sugar, and that owing to the premiums exacted on near-at-hand parcels, invisible or trade stocks are practically everywhere almost down to a minimum. Hence the view is held in some quarters that some increase in the world's production should be readily absorbed by an eventual adequate replenishment of stocks. In the subdued and perplexing state of the market at the moment, it is obvious that a rush of buying would be ill-advised, but the fact remains that the progress of the world's consumption has been more satisfactory within the last month or two, as indicated by the official returns in the case of this country, which for September at over 135,000 tons compared favourably with the same month last year. The official home figures for the nine months work out as follows, with comparison for two years previous:

	1921 Tons	1922 Tons	1923 Tons
U.K. imports, Jan.-Sept.	1,030,227	1,454,295	1,229,591
U.K. consumption, Jan.-Sept.	1,042,557	1,208,120	1,119,988
U.K. stocks, Sept. 30 ...	288,550	264,400	259,300

The total stocks in bond as given above, at about 259,000 tons, indicate, as compared with two months previous a shrinkage of about 48,000 tons, and they are well under those at the same date last year and two years ago, while barely equal to two months' needs at the rate of consumption shown for September. Market events in sugar depend largely on Cuban prospects and the European beet production. Mr. Licht's reduced estimate of the latter at 5,105,000 tons would mean a prospective excess of about 553,000 tons compared with the last campaign, but judging from more recent estimates by a French technical authority based on the reduced weight of the roots (though yielding a better percentage of saccharine), crop results so far would show that recent expert forecasts will have to be lowered still further, especially for France, whose production would be about 100,000 tons less than had been expected. This, together with a revision in the case of Belgium and Czecho-Slovakia, would already represent a deficit from early estimates of about 180,000 tons, to say nothing of the considerably reduced forecast of the German crop down to about 1½ million tons. While it is as yet too early to get any very reliable forecast, there seems, nevertheless, indication that the total European out-turn will prove to have been appreciably overestimated. Out

of the Czecho-Slovakian crop of say 900,000 tons, half a million tons should become available for export, but while a large portion of this sugar is expected to be taken by this country and France, it is now reported that considerable quantities have already been contracted for shipment to Northern European ports, including Russia. The delay in the European beet sugar production, which is gradually coming back to its own, is admittedly greater than had generally been anticipated, partly because of the serious internal conditions in Germany, where the sowings this season were reduced by about 5 per cent. Under impoverished economic conditions, this year's German crop, however, may prove sufficient to meet domestic needs, apart perhaps from certain importations for the manufacture of confectionery, etc., for exportation. Recently it was estimated by a foreign authority that, exclusive of Russia, Continental Europe was capable of absorbing this season something like 6½ million tons of raw sugar, and should therefore require importations from other parts of the world of 1,675,000 tons. As regards Java sugar, there is no doubt that the takings for the Eastern markets, including Japan, have been considerably larger of late, and that offers from that source will be limited for some time to come. Willett & Grey's estimate of the new Cuban crop is given as 3,700,000 tons (which is 100,000 tons less than the top estimate reported recently from another quarter), against a total of 3,602,910 tons produced in the last campaign and including the increased yield looked for by the same authority in Porto Rico, Hawaiian, the Philippines, and also in the U.S.A. beet crop of 750,000 tons against 615,936 tons last crop; this would give an excess from these sources combined of 364,000 tons. Willett & Grey's estimate of the total world's production of cane and beet sugar for this season is computed at 18,957,000 tons, or an increase of close on 1,000,000 tons compared to the previous campaign, but it is quite on the cards that in the light of the latest reports referred to, of reduced estimates of the Continental beet crops, Willett & Grey's figures will eventually be further revised. There is a wide discrepancy in the Cuban crop forecasts, which vary down to 3,400,000 tons. There is, in our opinion, not much to be apprehended in the way of pressure of new Continental sugar, and as invisible stocks in America and on this side are apparently low, the trade demand can hardly be expected to remain in abeyance for very long. The price of white sugar for spring delivery at about 26s. per cwt. is relatively high compared with this time last year, but the outlook is healthy, and does not suggest excessive supplies.

Insurance Dispensing Terms

VI. Dispensing Fees

In previous articles we have dealt with ingredient prices and with establishment charges. We now propose to consider the third portion of the total cost of the prescription—the dispensing fee. These dispensing fees actually constitute the Insurance chemist's personal remuneration, and it is therefore worth while to examine them in some detail. The drug tariffs of 1913, 1914 and 1915 allowed a certain percentage profit to be added to the cost price of all drugs in order to cover the chemist's establishment expenses, and for this reason those preparations which were supplied from stock, and therefore involved no expenditure of professional skill in handing them to the patient, carried no dispensing fee. This arrangement, however, was condemned by the Departmental Committee, which decided that a separate flat-rate figure of cost was

to be added to the value of each prescription in order to cover the establishment cost portion of the chemist's expenses. In addition to this, every prescription for a medicament was to be given a dispensing fee proper, which varied according to the character of the prescription and the class of preparation prescribed. It is useful, in this connection, to recall the provisions of the 1915 tariff, which were as follows:—

In dispensing medicines for insured persons a dispensing fee may be charged, as a rule, in the case of most preparations ordered for internal or external use. There is, however, an exception to this rule where certain solid preparations *included in the list* are ordered uncompounded, i.e., without admixture with any other drug or preparation. The following are the preparations *included in the list* on which no dispensing fee is to be charged where they are ordered uncompounded: Capsules, confections, lozenges, ointments, pastes, pills, plasters, powders (bulk), suppositories, tablets.

This exception to the rule does not apply in the case of other solid preparations than those named above, nor in the case of capsules, lozenges, ointments, pastes, pills, plasters, powders, suppositories and tablets which are *not included in the list*; where such preparations are ordered, whether compounded or uncompounded, a dispensing fee is also to be charged. A dispensing fee is also to be charged in the case of all simple and compound powders *included in the list*, where one or more quantities are ordered to be weighed separately.

Dispensing fees are chargeable on (a) all liquid preparations prescribed for internal or external use as medicines, *whether or not they are included by name in the list*; (b) all solid preparations prescribed for internal or external use as medicines, *except* such capsules, confections, lozenges, ointments, pastes, pills, plasters, powders (bulk), suppositories and tablets as *are included in the list* and ordered uncompounded.

The dispensing fees payable in 1915 are shown in the second column of the table printed below:—

Classification of Medicaments in Commercial Tariff, 1916	Dispensing Fees (in Pence) in 1915 Tariff	Dispensing Fees (in Pence) in 1916 Tariff (without establishment allowance of 0.8d.)	Mr. Harrison's Index Figures (or average number of minutes)	Average Number of Minutes in Dispensing Test carried out by Departmental Committee
Mixtures, liniments, lotions, and all similar liquid medicaments...	2	2.0	5	7
Ointments, pastes, confections...	3	2.8	7	6 to 10
Emulsions...	4	3.2	8	10
Powders up to 6...	2	2.4	6	12
Powders over 6 and up to 12...	3	3.6	9	—
Cachets up to 6...	3	3.6	9	17
Cachets over 6 and up to 12...	4	4.8	12	—
Pills up to 24...	4	4.8	12	23
Pills over 24 and up to 48...	5	6.0	15	—
Plasters...	6	6.0	15	30
Blisters...	4	3.2	8	11
Suppositories, Bougies, Ampoules, Lozenges, Pessaries, Capsules, Pastilles	up to 6	3 & 4	6.0	15
ditto, over 6 and up to 12...	—	7.2	18	—
Granules...	3 & 4	9.6	24	51
Tablets up to 12...	3	8.0	20	60
Tablets over 12 and up to 24...	4	8.8	22	—

With reference to these fees the report of the Departmental Committee states:—

The scale in the (1915) tariff is graded partly according to the class of medicament which is dispensed and in some instances by reference to other considerations. (19)

The present (1915) scale appears to have departed from any strict principle of grading by reference to the time and

skill involved in the particular dispensing operation, and to represent a series of flat rates compiled presumably after consideration of the relative frequency of the various kinds of operations to be performed by the chemist in the ordinary run of his Insurance dispensing. (34)

For these reasons, therefore, a revision of the dispensing-fee scale was undertaken. The establishment allowance in the 1916 tariff was the equivalent of the percentage profit on drugs included in the 1915 tariff, so that the dispensing fees proper of the 1916 tariff were intended to replace the dispensing fees given in the 1915 tariff. A comparison of the figures in the second and third columns of the table in question shows that, figure for figure, the 1916 fees were, in some cases, apparently rather more favourable to the chemist than the 1915 fees. It must be remembered, however, that a large number of preparations included in the commercial tariff of 1916 carried a reduced dispensing fee, and therefore the actual gain to the chemist was smaller than a comparison of the figures would lead one to believe. It is very desirable to ascertain the basis on which the revised fees for 1916 were calculated. The chief witness examined by the Departmental Committee on the subject of dispensing was the late Lieutenant-Colonel (then Mr.) E. F. Harrison, B.Sc., F.I.C., Ph.C., whose evidence occupied the whole of the tenth day of the Committee's sitting (July 1, 1915). The two members of the Departmental Committee who examined this witness at some length were Mr. S. P. Vivian, then assistant secretary to the Insurance Commissioners, and now Registrar General, and Mr. W. J. Uglow Woolcock, then secretary and registrar of the Pharmaceutical Society. A subcommittee had been appointed to conduct a dispensing test in order to ascertain the actual time taken to dispense the various classes of medicaments for which it was desired to calculate an appropriate dispensing fee. The subcommittee, consisting of Dr. Alfred Cox (secretary of the British Medical Association), Mr. Woolcock, and Dr. Adams (secretary of the Departmental Committee), selected certain prescriptions which were dispensed in one of the dispensing laboratories of the Pharmaceutical Society by two of the Society's demonstrators in pharmaceutics. (Examples of these prescriptions are given on page 726; the time taken in dispensing the prescriptions is given on the left of each prescription, and notes on each class of preparation are appended.) The arrangement of the Society's dispensary is comparable with that of a pharmacy; but in a pharmacy dealing with the prescriptions of only a limited number of doctors a convenient arrangement of bottles containing frequently prescribed drugs would no doubt be made and a slight saving in time taken in fetching bottles from different parts of the pharmacy would be effected. On the other hand, the dispensers engaged in this investigation were experts, and in so far as the more difficult operations of pharmacy were involved were undoubtedly able to perform them more expeditiously than the average pharmacist. The times indicated cover the period actually occupied from the completion of reading the prescription to the placing of the wrapped, finished article on the counter in front of the dispenser. No allowance was made for time taken in receiving the prescription or dealing with it after the article had been finished. In order to understand clearly the method adopted for calculating the dispensing fees, it is necessary to consider in some detail the evidence given on the tenth day of the committee's sitting. Colonel Harrison had been furnished with the results of the dispensing test, and had been asked to give evidence on these points. The time basis was evidently considered to be the

most suitable for the calculation of fees, as the following extracts will show:—

Mr. Vivian: It seems to me that we ought to base the scale as much on skill as time.

Mr. Harrison: I do not think you can distinguish degrees of skill. (Question 4640)

Mr. Harrison: If a man is qualified to dispense, I think it should be demanded of him that he should dispense any likely things, and therefore, whatever he dispensed, his time should be paid for at the same rate. (Q. 4641)

Mr. Harrison: The time basis is a very convenient and fair one to furnish an idea of the ratios in which the medicinal classes should stand to one another, and I do not quite see how any other could be arrived at. (Q. 4644)

Mr. Woolcock: I am going on the time because I do not feel that I can combine both time and skill in one figure. (Q. 4734)

Mr. Woolcock: Are you basing it (the calculation of an index figure for emulsions) on the difficulty of making (i.e., skill required) or on the average time?

Mr. Harrison: I am basing it on the average time according to my general experience. (Q. 4737)

The foregoing extracts would certainly give one the impression that the Committee had agreed to discard the element of skill in favour of the element of time as a basis of their calculations. This impression is strengthened when we find that at a later stage of the day's inquiry Colonel Harrison, in response to a suggestion from Mr. Woolcock, compiled a set of index figures based on the average-time taken to dispense different classes of medicaments. These figures, as we shall endeavour to show, appear to be the actual basis adopted by the Committee for the calculation of the dispensing fees which they finally agreed upon. Yet with this impression in one's mind it is somewhat difficult to understand the following statement included in Paragraph 42 of the Departmental Committee's Report: 'Each dispensing fee has been determined with careful regard to the relative claims of each class of prescription upon a dispenser's *time and skill*; see Minutes of Evidence.—Tenth Day.'

Progressive Shellac Deliveries

We have on several occasions drawn attention to the remarkable progressive rate of the London shellac deliveries from year to year, and also to the increased quantities that have been diverted from Calcutta direct to other countries, apart from the lion's share usually absorbed by the United States. There has not been wanting evidence of the distinctly increased world's consumption; and the fact that supply and demand during more recent years has been running more closely together, undoubtedly explains the highly inflated level of values compared to pre-war times. Reserve stocks here, which were again reduced last month by 3,304 cases to 9,895 cases, are comparatively small, due to the exceedingly heavy deliveries of 6,421 cases, or only slightly under the returns for August last. It is hardly likely that such outgoings will be reached for the current month, seeing that the returns so far are poor compared with last month; on the other hand, incomings look like continuing very limited, so that it is doubtful whether the present strong statistical position will deteriorate to any notable extent by the end of this month. The slackening spot trade demand since last month after the marked activity in October is not really surprising, and may possibly lead to concessions on the part of holders, provided c.i.f. costs for new shipments remain at about 300s., as for a while past. The fact has to be noted at the same time that last month's shipments from Calcutta at 26,576 cwt. were roughly one-third less than for the previous

month, although considerably in excess of the very low returns for the same month last year. With stocks here barely equal to two months' deliveries, based on the monthly average this year to end of October of about 5,060 cases, and short arrivals in sight, the market is not unlikely to show some resistance unless weak features become apparent in the Calcutta position. Prices there in August last were down at around 120 rupees when the London spot price of TN orange fluctuated down to about 260s. and forward positions stood at about 20s. discount, but Calcutta quotations recently oscillated in the neighbourhood of 150 rupees after touching 155 rupees. Within the last few weeks the spot value has varied between 320s. and 310s. per cwt., or 55s. to 65s. below the figure current at the beginning of this year, when the stocks were still very low and Calcutta quotations much higher than they are now. The statistics given below are very striking, not only in regard to the increased supplies over a period of ten months during more recent years, but also in respect of the progressive rate of the deliveries from year to year, as we already pointed out above:—

	1920	1921	1922	1923
	In cases	In cases	In cases	In cases
Landings—Jan.-Oct. ..	42,719	43,001	45,786	56,218
Deliveries—Jan.-Oct. ..	39,044	44,579	48,771	50,589
Incr. or decr. in stocks in				
ten months	+3,655	-1,578	-2,985	+5,629
Stocks on Oct. 31	13,882	10,645	8,064	9,895

As seen above, each ten months' period since 1920 shows an increase against the previous one, both in the landings and deliveries, while the latter have kept pace with the former, on the whole, which is indicative of the very satisfactory progress of consumption. The total landings this year to the end of October were comparatively heavy at 56,218 cases, thus denoting an excess of 5,629 cases over the deliveries in contrast to decreases for the same period of the two previous years. The stocks on October 31 last were a little larger than a year ago, but less than they were two and three years ago. The monthly average of the deliveries for the last ten months of 5,058 cases compares with 4,769, 4,450 and 4,190 cases respectively for the whole of the three previous years. The development of the world's consumption since the end of the war has certainly made rapid strides, and so long as current supplies are so well absorbed and do not increase to any material extent, the market value of shellac will probably continue at inflated figures chiefly as the outcome of supply and demand.

An Italian Compliment

SIGNOR MUSSOLINI is apparently fully alive to the value of education as an economic as well as political factor, and with his customary boldness has taken a new step in national propaganda. By virtue of a Royal Decree, in future all foreigners inscribed as students in Italian higher educational institutes, including the universities, will be exempted from the payment of all fees and surcharges. In circulating this decision to all the Italian diplomatic and consular representatives abroad with a request to use all means to make it widely known, Signor Mussolini expresses the opinion "that this concession will undoubtedly attract foreign students in progressively increasing numbers to our universities, which combine the most glorious traditions with an equipment satisfying in every respect the requirements of modern knowledge, and which, together with Italy herself, exalts science and civilisation."

Timing Insurance Prescriptions

The following is a selection from the prescriptions chosen by the Departmental Committee of 1915 (to which frequent reference has been made in our present series of editorial articles on Insurance Dispensing terms) and dispensed in the laboratories of the Pharmaceutical Society of Great Britain with a view of establishing the average time required for dispensing each class of medicament. In order to save space, we have deleted directions for use; it must be remembered, however, that labelling was part of the test. Brief notes are added where required.

Series No.	Minutes taken	Prescription	Series No.	Minutes taken	Prescription	Series No.	Minutes taken	Prescription
MIXTURES			GARGLES—cont.			PILLS		
1	6	Acid. phosph. dil. .. ℥xv. Liq. strych. hydroch. ℥ij. Aq. chlorof. .. ℥iv. Aq. ad ℥j. Mitte ℥x.	31	14	Pot. chloratis .. ℥ij. Pulv. acid. boric. .. ℥ij. Liq. cocci .. ℥x. Aq. ad ℥x.	44	34	Pancreatin. .. gr. iij. Ft. pil.; mitte xij. keratin coated.
2	5	Sodii salicyl. .. ℥ij. Sodii bicarb. .. ℥iiss. Spt. ammon. aromat. ℥iiss. Aq. chlorof. ad ℥viiij.	32	5	Liq. plumbi .. ℥j. Aq. ad ℥viiij.	45	20	Pil. col. co. .. gr. iij. Ext. aloes. .. gr. j. Ol. caryoph. .. ℥¼ Sapo. dur. .. q.s. Mitte xij.
3	3	Liq. ferri perchlor. ℥iiss. Glycerin. .. ℥iiss. Aq. ad ℥viiij.	33	6	Pulv. zinci sulph. .. gr. xx. Lotio acid. boric. .. ℥ij. Aq. ad ℥viiij.	46	35	Aloin. .. gr. v. Oleoresin. capsici .. gr. iiss. Resin. jalap. .. gr. v. Resin. podoph. .. gr. viiss. Ext. nuc. vom. .. gr. iiss. Ext. hyos. virid. .. gr. iiss. Ft. pil. L.
4	5	Ammon. bromid. .. gr. xij. Aq. chlorof. ad ℥ss.	34	11	Calamin. .. ℥ij. Zinci oxid. .. ℥ij. Glycerin. .. ℥ss. Aq. ad ℥vj.	47	16	Pil. hydrarg. .. gr. v. Pil. col. co. .. gr. viij. Ext. anthem. .. gr. vj. Misc. et divid. in pil. iv.
5	8	Potass. bicarb. .. ℥ij. Vin. colchici .. ℥ij. Mag. sulph. .. ℥ss. Mag. carb. .. ℥ss. Aq. ad ℥viiij.	LINIMENT			48	12	Ferri. sulph. ex. .. gr. ij. Quin. sulph. .. gr. j. Ext. nuc. vom. .. gr. ¼ Ext. belladonnæ .. gr. ¼ Ft. pil.; mitte xij.
12	8	Mag. carb. .. gr. 80. Mag. sulph. .. ℥iiss. Aq. menth. pip. ad ℥viiij.	It will be observed that the lotions, gargles, mouth washes and liniment, numbering together eight items, took 80 minutes, or an average of 10 minutes per prescription. There is no essential difference between this medicament class and the mixture class, and it would probably be fair to place them all in one class. If this were done the average for the 35 items would be 7.28 minutes each.			These five batches, each of one dozen pills, took 117 minutes, an average of 23.4 minutes per prescription.		
14	9	Sodii bicarb. .. ℥iv. Tinct. nucis vom. .. ℥iiss. Tinct. gent. co. .. ℥ij. Aq. chlorof. ad ℥viiij.	35	3	Lin. saponis co. .. ℥ij.	CAPSULE		
17	7	Rhei rad. pulv. .. gr. ij. Sodii bicarb. .. gr. v. Aq. chlorof. ad ℥ss.	EMULSIONS			49	33	Ext. filicis liq. .. ℥x. Ft. capsula; mitte vj.
19	10	Pot. chlor. .. ℥ss. Glycerin. .. ℥ij. Tinct. ferri perch. ℥iiss. Spt. chlorof. .. ℥ss. Aq. ad ℥vj.	36	6	Ol. morrhue .. ℥j. Acaciæ pulv. .. ℥ij. Aq. ad ℥viiij.	The capsules used were soft gelatin capsules, filled with a graduated syringe and sealed.		
22	5	Pot. iodid. .. ℥ij. Tinct. lobel. æth. .. ℥ij. Syr. tolu. .. ℥iiss. Spt. æth. chlor. .. ℥j. Inf. senegæ .. ad ℥vj.	37	13	Ext. filicis liq. .. ℥j. Muc. acaciæ .. ℥j. Aq. chlorof. ad ℥j.	OINTMENTS		
23	8	Chlorodyn. .. ℥ij. Vin. ipecac. .. ℥ij. Tinct. scillæ .. ℥ij. Tinct. pruni virg. .. ℥ij. Glycerin. .. ℥iiss. Syr. tolu. .. ℥vj. Aq. ad ℥viiij.	These two emulsions represent an easy type and a difficult. The average time is 9.5 minutes for each prescription.			50	16	Ichthyol. .. ℥xx. Ung. acid. boric. .. ℥ij.
24	7	Quin. sulph. .. gr. viij. Ac. sulph. dil. .. ℥xx. Mag. sulph. .. ℥ij. Tinct. card. co. .. ℥ij. Aq. chlorof. .. ℥iv. Aq. ad ℥viiij.	POWDERS			51	9	Ung. hydrarg. am- mon.,
The time taken for the 27 mixtures selected was 175 minutes, an average of 6.48 minutes per prescription, or at the rate of 9.25 prescriptions per hour.			38	16	Hydrarg. subchlor. gr. xij. Pulv. rhei .. gr. xij. Misc: div. in pulv. xij. Mitte vi.	52	9	Ung. sulphuris aa. ℥iiss. Ung. acid. boric. .. ℥ij. Vaselin. .. ℥ss. Ung. zinci .. ℥j.
MOUTH WASHES			39	9	Pulv. ipecac. co. .. gr. xv. Mitte vi.	53	4	Bismuth. carb. .. gr. xxx.
28	6	Glycerin. acid. tannic. ℥ij. Alum. .. ℥ss. Aq. ad ℥viiij.	40	11	Pulv. acid. acetylsal. ℥iiss. Div. in pulv. x.	54	14	Zinci oxid. .. ℥ij. Resorcini .. gr. xxx. Vaselin. .. ad ℥ij.
29	20	Glycerin. thymol. co. B.P.C. Mitte ℥x.	41	11	Sodii bicarb., Pulv. rhei, Hydrarg. c. cret. aa. gr. vi. Divide in pulv. vi.	The total time for the five ointments was 52 minutes, an average of 10.4 minutes per prescription.		
GARGLES			The four powder prescriptions were dispensed in 47 minutes, or an average of 11.75 minutes each. For comparison we set out the following summary:—			PASTES		
30	15	Pulv. acid. boric. .. ℥ij. Pulv. potass. chlor. ℥ij. Pulv. sodii bicarb. .. ℥ij. Aq. ad ℥x.	6 powders with 1 ingredient took 9 mins.			55	30	Ichthyol. .. ℥j. Gelatin. .. ℥j. Glycerin. by wt. .. ℥vj. Aq. ℥iiss.
			10	"	" 1 " " 11 "	CONFECTIONS		
			12	"	" 2 ingredients " 16 "	56	6	Pot. tart. acid. .. ℥j. Sulph. sublim. .. ℥j. Conf. sennæ ad ℥j.
			6	"	" 3 " " 11 "	PLASTERS		
			CACHETS			57	25	Empl. adhesivum 6 by 8 in. Spread freshly. (Shape given.)
			42	15	Guaicol. carb. .. gr. x. Ft. cachet; mitte vi	58	30	Empl. adhesivum for the breast, diameter 6 in. (Shape given.)
			43	20	Salicin. .. gr. v. Bismuth. salicyl. .. gr. iij. Ft. cachet; mitte xij.			
			The average time is 17.5 minutes per prescription.					

Series No.	Minutes taken	Prescription	Series No.	Minutes taken	Prescription	Series No.	Minutes taken	Prescription
PLASTERS—cont.			BOUGIE			TABLETS		
59	3	Empl. adhesivum (i) 2 × 6 in. (ii) 3 × 5 in. (iii) 1½ × 4 in. (iv) 2½ × 7 in. (v) 6 × 8 in. (vi) 7 × 8 in. Wrap separately.	65	45	Iodoform. gr. ½ Eucalypti [ol. ?] . . . ℥ij. Gelatin basis q.s.	70	60	Tab. phenacetin c. caff. Mitte xij.
No. 57 is a typical oblong plaster freshly spread on plaster skin.			A bougie, for the purpose of the investigation, may be classed with the suppositories. The four prescriptions were dispensed in 146 minutes, an average of 36.5 minutes per prescription. Three of the prescriptions had gelatin basis as an ingredient, and the time taken in making the gelatin basis is not included in the above times.			The time given does not include the time required to dry the granules prior to the actual stamping out of the tablets.		
No. 59 ordered six ready-spread plasters, which had to be cut from a roll and wrapped separately for six different patients. The average time for each, measuring, cutting and wrapping, was three minutes. There were no written directions for use, and the patient's name was not placed on the outside of the roll.			DROPS			LOZENGES		
			66	8	Sol. menthol in alcohol 10 per cent. ¾ ss.	71	30	Troch. acid. tannici. Make with simple basis; mitte xij.
BLISTERS			EFFERVESCENT GRANULES			72	3	Troch. acidi tannici. Mitte xij.
60	12	Empl. lyttæ for the right ear.	67	51	Granulæ sodii sulph. alk. B.P.C. Mitte ¾ j.	73	3	Troch. Brompton. Mitte xxx.
61	10	Empl. lyttæ 2 × 2 in.	AMPOULES			No. 71 is an example of a lozenge made to a particular requirement at the dispensing counter. Nos. 72 and 73 merely confirm the usual time taken to transfer anything in the nature of pills, lozenges, tablets, etc., which are prepared, from their places in the pharmacy into the appropriate container, label the container and wrap ready for delivery.		
SUPPOSITORIES			68	40	Sol. novocain. ¼ per cent. sterilised. Fill vj.	APPLIANCES		
62	16	Ext. belladonnæ . . . gr. j. Zinci oxidi gr. iij. Supposit. glycerin. . . q.s. Mitte vj.	PASTILLE			74	3	Oil skin, 6 × 6 in.
63	60	Iodoform. gr. ij. Ung. hydrarg. gr. x. Ext. belladonnæ . . . gr. ¼ Stearin. q.s. Mitte xij.	69	30	Pastill. acetomorph. et terpin et menthol B.P.C. Mitte xxiv.	75	1	Bandage, 3 in.
64	25	Ext. conii gr. viij. Supposit. glycerin. . . q.s. Ft. pessus; mitte vj.	The weight of base required to fill the mould was known, and the glyco-gelatin basis was supplied to the dispenser.			76	3	Boric lint, 4 oz.
						3	Wool, 4 oz.	
						3	Bandage, W.O.W., 4 in.	
						4	Oiled paper, 1 yard.	

Dental Board of the United Kingdom

THE Dental Board of the United Kingdom opened its fifth (and penultimate) session at 44 Hallam Street, London, W., on November 13, the chairman (the Rt. Hon. F. D. Ackland) presiding. The first business was the

CHAIRMAN'S ADDRESS,

which was to a considerable extent an expansion of that delivered by him at the previous session (*C. & D.*, I, 1923, p. 740). The chairman, after a few general remarks, said that an opportunity would be taken to amend the table of fees, and to obtain authority for their remission in certain cases, in order to carry out the wishes of the Board and prevent hardship for those who would have qualified prior to the passing of the Dentists Act, 1921, had it not been for the war. The reduction of the fee payable for retention of names on the Register could not be dealt with during the present session. A claim for income-tax, both large and unexpected, has been recently made upon the funds, and, if it is sustained, the Board's difficulties in meeting the wishes of those who desire a reduction in the fee referred to will become still greater. The chairman held that it was of the utmost importance, if sufficient dentists are to be obtained, that the number of students should be increased, and added that the Board had already taken steps to that end. The question of dental propaganda was referred to in the following passage:—

A notice of motion also appears upon the programme in connection with propaganda for instructing the public in the great importance of having their teeth properly attended to at regular intervals, and of taking care to prevent decay. From the point of view of the health of the nation this matter is one which requires earnest consideration, and if the Board can take steps to carry out some of the suggestions made in the report of the Departmental Committee,

of which I had the honour to be chairman, I feel sure that it will be to the public advantage.

The chairman announced that arrangements have been made for an extension of the series of lectures on the higher scientific branches of dentistry. The agreement arrived at between the British Dental Association and representatives of co-operative societies, referred to at the May session of the Board, has been solved so far as they are concerned. The question has been raised, however, as to whether the arrangement come to constitutes the carrying on of the business of dentistry by the societies, and the Board will have to consider this. In his concluding paragraphs the chairman said that there had or late been "a noticeable improvement in regard to advertisements, signs, and other matters which, from a professional point of view, are not desirable." He added a warning in general terms to the effect that all dentists might by now be expected to know the views of the Board on the subject, and remarked that for an unregistered person to see a patient in any way at all, even in connection with the fitting of artificial teeth, was a breach of the law. The Board then proceeded to deal with complaints against dentists.

NOT UNDER THE D.D.A.—The principal cartoon (by Bernard Partridge) in "Punch" of November 7, is entitled "An Heroic Remedy," and represents the Premier as a medical man, in a dispensary, in the act of pouring a dose from a bottle labelled "Protection" into a wineglass (on which no graduations are visible), while a working man watches him. The accompanying dialogue is as follows:—

Dr. Baldwin (to patient suffering from acute unemployment): "Now some doctors call this a very dangerous drug; but yours is an extreme case and calls for extreme measures."

Patient: "I don't care what it is, Guv'nor, so long as it cures me."

Pharmaceutical Society of Ireland

Council-meeting

THE monthly meeting of the Council of the Pharmaceutical Society of Ireland was held on November 13 at 67 Lower Mount Street, Dublin, Dr. A. J. Barnes (President) in the chair. The following members of the Council were also present: Mr. R. Blair (Vice-President), Mr. D. M. Watson (Treasurer), Dr. J. A. Walsh, Dr. J. A. Mitchell, Messrs. J. E. Connor, J.P., John Smith, G. A. McLean Lee, J. A. Doyle, Fred Storey, John A. Bingham, and John Adams. Messrs. Andrew Wilson, D. J. Nugent, and V. E. Hanna sent apologies for non-attendance.

EXAMINATION REGULATION

The REGISTRAR (Mr. A. T. Ferrall) read a letter from the Ministry of Home Affairs transmitting copy of an order approving of the amendment of the Pharmaceutical Licence Examination Regulation VII. The Regulation as amended is as follows:—

The minimum pass percentage in each sub-division of pharmacy shall be 50, and in botany, materia medica, and chemistry, 40 each, and the candidates, in order to pass, must make a total of 55 per cent.

In dividing the subjects for examination, the examiner shall maintain, in each division, the minimum percentage adopted by this Council for the subject of which it is a division.

The above system of marking has been adopted by the Council for the guidance of the examiners; but it is clearly understood that they shall have, in conference and jointly, a discretionary power to pass a candidate whose general information and intelligence appear to justify such a course, though he may not, in some one subject, have attained to the standard laid down; provided it be distinctly understood that no candidate shall be passed who has failed to obtain the minimum number of marks in each sub-division of pharmacy.

A candidate who obtains 70 per cent. of the total marks and not less than 50 per cent. in each subject shall be awarded a pass with honours.

GOVERNMENT VISITOR'S REPORT

The REGISTRAR submitted a letter from the Ministry of Home Affairs transmitting a copy of the report of Sir John Wm. Moore, M.D., Government visitor. The report was referred to the Law Committee.

CHEMISTS IN THE FREE STATE ARMY

Mr. STOREY said he had noticed that the Irish Free State had conferred commissioned rank on pharmaceutical chemists in the Army, and he thought there should be some expression of appreciation from the Society to the Free State Government for their action. He considered their action an example that should be followed by other Armies. He had always thought it an extraordinary thing that pharmaceutical chemists who joined the Army simply got the rank of private. He thought the Council should recognise in some way the action of the Free State Government. As one from the North he certainly appreciated it very much. He believed the pharmaceutical chemists would not have the same facilities in the Six Counties. They had no control of the Army there. They in the South were coming to a time when they would be in touch with the Government on pharmaceutical affairs; and it would be no harm to send a letter of appreciation, acknowledging what the Government had done.

The PRESIDENT suggested that it would be better to address a letter to the Government in the first instance, asking for particulars of the matter, and on getting the statement verified to thank them then. The Council, he said, had not yet learned of it officially.

Mr. BLAIR agreed that it would be well to have the statement officially confirmed.

Mr. WATSON suggested that a communication be sent to the Government, asking for full particulars of the Army arrangements for pharmaceutical chemists, with a view to inserting them in the calendar. It was decided to adopt this course.

A SUGGESTED REFERENDUM

A communication was read from A. & J. Robinson, solicitors to the Society, in reference to the suggested referendum for ascertaining the opinion of all pharmaceutical chemists, chemists and druggists, and registered druggists on the Register on the question as to whether the Registered Druggist examination should be discontinued. Messrs. Robinson wrote:—

In our opinion the suggested referendum would be of no value whatever, and would have no binding effect on any person. It is wholly illegal, and the Society has no power whatever to apply any portion of its fund for such a purpose.

Mr. STOREY said that, in the present state of pharmacy, they had better let the matter drop. It would have been very useful to see whether the members throughout the country thought that they should continue or discontinue the Registered Druggist examination. If the Society had been going on as usual they could have got over the difficulty of the cost. But under the circumstances it was better to let the matter drop now.

The suggestion was agreed to.

LETTER FROM MR. JAMES TATE

The REGISTRAR read a letter from Mr. James Tate, M.P.S.I., acknowledging the receipt of his replica of the Presidential badge. Mr. Tate wrote, referring to the replica:—

It is very neat and beautiful indeed, and I shall prize it as a charming souvenir of the very interesting and agreeable time spent under your shadow and surrounded with a phalanx of worthy councillors, whose motto, I trust, will long remain "Ich Dien." I think it a pity that our Society cannot still remain intact. Thanks for your punctuality in forwarding replica, and my thanks to the Society for granting a desire which I once expressed.

CHANGES OF ADDRESS

Mr. John Bourke, Ph.C., to the Medical Hall, Lucan; Mr. J. Reynolds, M.B., Ph. C., to 55 Elkington Road, Bury Port, Carm.; Mr P. J. Killachy, Ph.C., to 7 Main Street, Dundrum co. Dublin; and Mr. P. J. Clasby Ph.C., to the Medical Hall, Stradbally, Leix.

REPORTS FROM EXAMINERS

The REGISTRAR submitted reports from the examiners upon the Preliminary, Pharmaceutical Licence, Pharmaceutical Assistant, and Registered Druggist examinations. For the Preliminary examination there were thirty-three candidates, of whom eighteen passed, seven of whom were women. There were no honours. For the Pharmaceutical Licence examination, there were eighteen candidates, seven of whom were women. Seven candidates passed, of whom three were women. The best total was received by Mary S. Mooney. There were no honours. Some of the totals were very low. For the Pharmaceutical Assistant examination there were three candidates, of whom only one, a woman, passed. For the Registered Druggist examination there were seven candidates, of whom five passed. There was no examination in Belfast.

REPORTS FROM COMMITTEES

Reports were received from the Law Committee, the House Committee, and the Special Law Committee, and adopted.

RE-ELECTION OF EXAMINERS

On the motion of Mr. STOREY, seconded by Mr. SMITH, the following were re-elected examiners: For the Preliminary examination, Mr. T. A. W. Hill, M.A.; for botany and materia medica, Mr. C. F. Digges, M.P.S.I.; for chemistry, Professor Hugh Ryan, D.Sc.; for the Pharmaceutical Assistant examination, Mr. James T. Dwyer, M.P.S.I.; and for the Registered Druggist examination, Dr. F. E. Preston, M.P.S.I.

SEALING OF PHARMACEUTICAL LICENCES

On the motion of Dr. MITCHELL, seconded by Mr. CONNOR, it was resolved that the pharmaceutical licences of the following be sealed:—

C. McKeown, D. Hartnett, Emma F. Greene, Ellen B. Young, Mary S. Mooney, V. G. Bowen, and J. J. Joyce.

Chapters in the Recent History of Quinine

By H. S. ABRAHAMSON

VIII. The Disintegration of the British Quinine Corporation

It is on record that there was much joy in every camp when the British Quinine Corporation was formed and the subsequential agreement with the Dutch combine concluded. There was a fly in the amber, however, from the first. Certain essential interests were hostile to the existence of the Corporation, and from the moment of its inception no opportunity was lost of inserting the thin edge of the wedge, a wedge that was finally driven home—an action which I still think was disastrous from every conceivable point of view. When it was discovered, after barely eighteen months of active operations, that quinine was figuratively as well as literally a "drug" on the market, I—(together with Sir Walter Townley, who afforded me so much valuable support)—tried every possible means to bring about the satisfaction of the reasonable demands of all parties. But so many advanced unreasonable arguments; so many were prepared to use any argument, fair or foul, in order to force the hands of the Dutch "combine," so that the agreement might be cancelled. High hopes had, indeed, been indulged in when the self-same agreement was signed in 1919. "You'll never get the British wholesale druggists to hang together" was a warning of which I took, perhaps, insufficient heed, addressed to me when the Corporation first took shape. Here was an agreement signed by a dozen prominent firms affecting three million ounces of quinine per annum, made for a period of five years (with an option on the Dutch side for extension for another five), whereby the total requirements of the British quinine trade were guaranteed. This, it was proposed on the British side to calmly tear up! It should be said that not all of the signatories to the agreement actually put forward such drastic demands, but it may be added that with the exception of possibly two or three firms, the remainder were only too glad to fall into line. The position was difficult to a degree. The fact that the Kinabureau had reduced the price from 4s. 1d. per oz. to 3s. 5d. per oz. at a period when many of them held considerable stocks may be held largely responsible for this. Yet no murmurs were heard, argued the "Combine" representative in London, logically enough, when the price was raised earlier in the life of the Corporation.

The few who stood for carrying out the contract in a modified form soon crossed over to the side of the great majority. It seemed that there was little to be done. Much contumely and reproach was cast on me about this time, as though I could be held liable for (a) trained men of business assuming well-defined responsibilities, (b) their estimates of requirements, (c) the Dutch policy in regard to the price, and for (d) the slump which had fastened its tentacles on trade. A whipping boy was required. I was paid presumably, in the opinion of some, to save a few tender and quivering hides. The wedge was being driven home. Finally they gave way.

Now it is not a matter of extreme difficulty to take a charitable view of the standpoint adopted by the disgruntled members of the Corporation. Here they were, saddled with prospective liabilities amounting jointly to about half a million sterling annually, whilst at the same time they could not foresee what prospect existed of disposing of their purchases at a profit. But they had assumed these liabilities with their eyes very wide open. On the other hand, the sudden curtailment of sales abroad as a result of the "slump" brought them into acute competition not only one with the other, but particularly with the Dutch manufacturers and Howards. Efforts were made—and many hours of weary labour were spent in the efforts—to stabilise prices in the various countries concerned. But a jumping franc, a mobile dollar and a runaway mark could not be brought into line. An offer of quinine

made in Paris one day might be even above the English ounce price: the next day without any alteration in the quotation, due to a movement in the value of the franc in London, the same offer might be many pence below the price at which members of the Corporation were by virtue of their agreement with the "Combine" permitted to sell. In fairness to them be it said, members of the Corporation certainly did not—no one could—anticipate this sort of thing when they entered into the arrangement. But what they *could* have anticipated when they entered into the agreements was, what their normal and proper requirements were. Which is what they were asked to do. Perhaps the fact that they had been cut off from all but essential supplies during the period of Government control had somewhat distorted their vision. Anyway, the fact remains that the root of the trouble may be largely sought in the unfortunate optimism which characterised the figures submitted of the quantities of quinine which many of the firms concerned thought they could dispose of annually. Indeed, the clamour when the negotiations with the "Combine" were being conducted was not for reduced quantities, but, like that of a certain sugary character in fiction, for "More!" In its infancy there was no satisfying the cry of members of the Corporation for quinine. If shipments from Java were a few days late, loud were the shrieks of protest. If an "outside" firm applied for membership the chance of admission was about as great as that of a Billingsgate fishporter becoming a member of the Carlton Club. But still, within two years a complete *volte face* had taken place. No man trusted his neighbour. The whole structure toppled over. Several forgot ordinary decencies in their haste to get out.

To say that I strained myself to the utmost so that the Corporation might be saved is putting the statement mildly. It is true that my own position was at stake, but I was, though concerned about this, far more perturbed at the prospective break-up of the Corporation. The success of German industry, often at the expense of British enterprise, before the war, was largely due to intensive organisation and understandings between manufacturers and merchants. It was surely not too much to hope that this could be repeated throughout the quinine industry, particularly as so much groundwork existed in the shape of the Cinchona Agreement, the Dutch manufacturers' combine, *et alia*. But it was not to last. My efforts were wasted labour. It was a case of myself *contra mundum*.

The Dutch manufacturers finally, after months of laborious attempts to find a *modus vivendi*, offered to concede the principal demand of the members of the Corporation: the agreement was cancelled. Howards followed the lead of the Dutch manufacturers. The "Combine" asked for a *quid pro quo*, and this was not withheld, to wit, separate agreements with the principal buyers in the United Kingdom for a period of years whereby the whilom members of the Corporation would be obliged to purchase their requirements from the "Combine."

There were, alas! few mourners when the Corporation expired. The "essential interests" which inserted the wedge, of which mention has been made in the early part of this chapter, had delivered their final sledge-hammer blow and retired satisfied from the fray. The "essential interests" were "bonnie fechtlers," and won the day. Yet it has been proved in other connections that it is far easier to destroy than to construct. Unmourned to-day, the premature demise of the Corporation may yet prove to be a calamity to dealers in quinine in this country. Quinine politics have been known to present an entirely changed front within a very limited space of time ere now. And history has a habit of repeating itself.

The British Quinine Corporation suffered an untimely death; cut off, as it was, in its prime. With but a modicum of goodwill on the part of a few the Corporation might still have been alive doing a useful work.

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Trade Report

42 Cannon Street, E.C.4, November 22.

In spite of the unsettled political conditions at home and abroad, and the erratic movements in rates of exchange, there is a firm tone generally in the chemical and drug markets, and quite a number of items have advanced. Interest in crude drugs has centred in the auction this week. Privately slab dragon's blood has been in good demand for export, and the same applies to condurango; the cheaper c.i.f. offers of balsam tolu have been withdrawn; copaiba is in more inquiry. Senega is very dull, while cascara sagrada remains firm; new Spanish saffron is dearer; menthol and agar agar are easier; camphor is quiet. Among seeds and spices, hemp is dearer and cumin easier. Cloves, cinnamon, nutmegs and mace are all higher than last week; pepper is firm. Fixed oils have been in better demand, with a rise in castor, coconut, palm, palm-kernel, linseed and rape oils. Further advances have been made in a number of pharmaceutical chemicals imported from Germany, the position becoming more acute on account of the German Government having defaulted or refusing to meet the 26 per cent. Reparations duty on imports to this country (see p. 712). The tone in industrial chemicals is firmer all round and higher prices in a number of items are noted.

Higher	Firmer	Easier	Lower
Cardamoms	Acetic acid	Agar-agar	Anise, star, oil
Castor oil	Albumen	Carbolic acid	(c.i.f.)
Cinnamon leaf	Cinnamon	Crystals	Camphor oil
oil (Cey.)	Formaldehyde	Cassia oil (c.i.f.)	Geranium oil
Cloves (Zan.)	Lemon oil	Coconut (desic.)	(Bourb.)
Condurango	(c.i.f.)	Cumin seed	Magnesium
Dragon's blood	Peppers	Lime oil (hand-	oxide
Hemp seed	Benacetin	pressed)	Pitch
Honey	Potash carb.	Menthol	
Hydroquinone	Sodium acetate	Patchouli oil	
Linseed oil	Wax, veget.	Sarsaparilla	
Lithopone	(Jp.)	(grey Jamaica)	
Mace	Wormseed oil		
Nutmegs	(Amer.)		
Orange oil			
Palm kernel oil			
Palm oil			
Paraldehyde			
Phenazone			
Salol			

Cablegram

NEW YORK, November 21.—Business is dull. Menthol is 50c. per lb. lower at \$14.50, and Mexican sarsaparilla is 2c. cheaper at 27c. per lb. Mercury has declined to \$60.00 per flask.

Exchange Rates on London

The following is a list of Continental and other exchange rates against the pound sterling on London prevailing at 4 p.m. on Wednesday:—

Place	Method of Quoting	Par of Ex-change	November 14	November 21
Amsterdam	Fl. to £	12.107	11.57½—11.58	11.48½—11.48½
Berlin	M to £	20.43	17-22 billions*	27-32 billions*
Brussels	Fr. to £	25.22½	93.05—93.15	92.45—92.55
Calcutta	Per rup.	24½	16½d.—16½d.	16½d.—16½d.
Christiana	Kr. to £	18.159	30.25—30.30*	29.66—29.72
Constantnple	Pst. to £	110	775—795	810—830
Greece	Dr. to £	25.22½	283—288	275—285
Italy	Lire to £	25.22½	100½—100½	100½—100½
Kobe	Per ven	24.58d.	26½d.—2½d.	26½d.—26½d.
Lisbon	Escu.	53½d.	2½d.—2½d.	2½d.—2½d.
Madrid	Pts. to £	25.22½	33.48—33.51	33.48—33.52
Montreal	\$ to £	4.86½	4.42—4.42½	4.46—4.46½
New York	\$ to £	4.86½	4.34½—4.35	4.36½—4.37
Paris	Fr. to £	25.22½	79.70—79.80	79.85—79.9
Singapore	Per dol.	—	28½d.—28½d.	28½d.—28½d.
Switzerland	Fr. to £	25.22½	24.86—24.89	25.03—25.06
Vienna	Kr. to £	24.02	307,000—312,000	305,000—310,000

* Nominal.

Crude Drugs, etc.

AGAR-AGAR is arriving a little more freely; spot price of No. 1 is slightly easier, Japanese No. 1 offering at 5s. 7½d. per lb. on the spot; to arrive 5s. c.i.f. is

quoted. No. 2 quality is 5s. 6d. spot and 4s. 10d. c.i.f. to arrive.

ALBUMEN is firmer at from 4s. to 4s. 1d. per lb. for prime Chinese egg, and for November-December shipment 4s. c.i.f. has been paid.

ANTIMONY.—There continues to be a strong feeling due to its marked scarcity. High-grade English regulus stands at £42 to £42 10s. a ton. Chinese refined on the spot is quoted £33 10s. to £34, and c.i.f. terms to arrive are about £31 10s. to £32, while the latter figure is asked for good-sized lots of best French antimony for prompt shipment. There is a keen demand for foreign regulus, and America is a steady buyer. Crude on the spot is quoted at £23, and for shipment at £21 per ton c.i.f.

BALSAM TOLU.—From a parcel now landing from the Continent 10s. per lb. is quoted for a limited quantity. The cheaper offers of goods to arrive have been withdrawn.

BISMUTH.—The "ring" price continues to be 10s. per lb., with a good steady sale thereat, the more liberal supplies being apparently well absorbed.

CAMPHOR (REFINED).—Japanese 2½ lb. slabs are quiet, with spot sellers at 3s. 9d. per lb., and for November-December shipment 3s. 6d. c.i.f. is quoted; ¼ oz. tablets now landing can be had at 4s. 8d. per lb. White B.B. flowers is 4s. 4d., and to arrive 4s. 1d. c.i.f. has been paid. Crude is 3s. 1d. to 3s. 2d., and November-December shipment 3s. 10d. c.i.f.

CASSIA LIGNEA is quiet, with selected offering at 47s. 6d. per cwt., and broken at 32s. 6d. on the spot.

CHILLIES are quiet, with Zanzibar offering at from 50s. to 52s. 6d. per cwt. on the spot, and at 50s. c.i.f. to arrive. Japan on the spot is 160s., Sierra Leone 50s., and Mombasa 50s. CAPSICUMS are quoted at from 37s. 6d. to 40s. for inferior to fair.

CINNAMON is firmer, with sellers of Ceylon assortment at 10½d. c.i.f. and chips at 2½d. c.i.f.; on spot, firsts is 11½d., seconds 10½d., thirds 10d., and chips 2½d. per lb.

CLOVES.—Zanzibar are dearer at from 1s. 4d. to 1s. 5½d. per lb. on the spot, according to quality. Arrival prices are higher, business including November-January shipment at from 1s. 4½d. to 1s. 4½d., December-February 1s. 4½d., and January-March at 1s. 4½d. to 1s. 5½d. c.i.f. The weekly wharf statistics show 1,140 bales landed and 114 delivered, leaving a stock of 20,944 bales, against 392 bales in 1922.

COCOA BUTTER.—Prime English is offered at 1s. 2d. per lb. on the spot, in not less than one-ton lots.

COCONUT (DESICCATED) is quiet, with fine Ceylon offering at 44s., and medium at 43s. 3d. per cwt. To arrive, sellers of September-October shipment quote 42s., and October-November shipment has been sold at 41s. 9d. to 41s. 6d. c.i.f.

COD LIVER OIL.—Our Bergen correspondent writes on November 19:—Market continues quiet at 102s. to 104s. per barrel c.i.f. London for finest non-freezing steam-refined quality. Up to November 3, 2,385,629 hectolitres were exported from Norway. The production in 1923 was 85,073 hect.

CONDURANGO.—A fair amount of business has been done lately for the Continent, and only limited supplies are now offered at from 6½d. to 7d. per lb.

COPAIBA has shown more inquiry. Maracaibo can be had on the spot at from 1s. 6d. to 1s. 8d. per lb., according to sample.

ELM BARK.—Grinding quality for forward shipment is quoted at 11d. per lb., c.i.f., there being nothing on the spot. Slabs can be had at 1s. 2d. on spot, supplies are scarce and difficult to get.

GINGER is steady, fair washed rough Cochín selling at from 82s. 6d. to 85s. per cwt., and for January-March shipment 70s. c.i.f. is quoted. Ordinary to fair Calicut is 80s. to 87s. 6d.; Cochín B cut, 130s.; and C cut 107s. 6d. Prime bold Jamaica is 180s., and small 150s. Japan is 72s. 6d., and Sierra Leone 67s. 6d. per cwt.

JALAP is firm and scarce, Vera Cruz on the spot offering at 1s. 8d. per lb. for 10.4, and 2s. 2d. for 15.8 per cent.

LEMON JUICE.—New season's Sicilian raw, lemon juice is offered according to quality, at from 1s. 4d. to 1s. 5d. per gallon c.i.f. for January-March shipment.

MENTHOL met with a very slow demand, with spot sellers of Kobayashi-Suzuki at 65s. per lb. January-March shipment is quoted at 43s. per lb. c.i.f.

MERCURY.—A moderate business has been done at about £9 17s. 6d. to £9 15s. per bottle, which figures are about representative of the market at time of writing, but demand latterly is again very quiet. The recent stiff quotations at around £10 per bottle, at which figure very little business was done, were apparently chiefly the result of small arrivals, but there seems about enough to go round. The undertone is certainly easier, and the fact has aroused attention that Italian producers have been trying to sell forward this week for early or December shipment. Should competition from that quarter become more pronounced, there is not much doubt that prices will give way to some extent. Some dealers are looking for a weaker market, and in the meantime inquiries are mostly confined to small lots. Arrivals this week amount to 1,344 lb. from France.

NUTMEGS are dearer. Singapore 110's are 1s. 2d.; 80's, 1s. 3½d.; 65's, 1s. 9d.; and West Indian 100's, 1s. 1d. per lb. MACE is also higher; fair Singapore, 2s. 4d.; ordinary, 2s. 2d.; and pickings, 2s.; fair to good West Indian is 2s. 3d. to 2s. 6d. per lb.

OPIMUM.—Market in Constantinople continues very firm, although there is not much doing; sellers quote from about 29s. 6d. to 30s. per lb. c.i.f. for 1½ per cent. Spot price is nominal and a matter of negotiation.

CONSTANTINOPLE, November 13. — "During the period October 30 to date, arrivals were as follows: Druggists', 1,212; 'softs', 77; and Malatia, 87 cases. The stocks consisted of: Druggists', 343; 'softs', 55; and Malatia, 16 cases. Sales during the past fortnight amounted to 105 cases, of which 84 cases of druggists' fetched 3,000 to 3,225 piastres. 14 cases of 'softs', 3,400 to 3,500 piastres; and 7 cases of Malatia, 2,800 to 3,000 piastres per oke. The large purchases made daily on behalf of important European firms, and the presence of the buyer for Japan, who so far has only succeeded in securing 100 cases on his order for 300 cases, tend to harden the prices day by day. In view of the very small amount of total stocks available in Constantinople and in the interior, which aggregate at the outside 700 cases, and taking into consideration the rumours current to the effect that Japan proposes to purchase further supplies amounting to some hundreds of cases, it is evident that the present quotations are by no means exaggerated, and that very much higher prices may be expected. Another reason which has induced holders of opium to keep back their stocks is the fact that the absence of rain has prevented the October sowings. The sowings cannot take place, weather permitting, before February or March, and they will certainly prove neither so advantageous nor so productive as the October sowings. Sales in Smyrna during the past few days amounted to about 50 cases, at practically the same prices as ruling here. Stocks in Smyrna consist of 40 cases, and the small parcels which arrive daily are immediately taken up at good prices."

It is notified that in the calendar year 1924, not more than 3,000 chests of Benares opium will be offered for sale by public auction at Calcutta. The Indian Government reserve to themselves the right, at any time, without previous notice, to reduce the quantity or alter the class of opium to be offered for sale.

PIMENTO is still firm at 2½d. per lb., and on arrival terms 21s. c.i.f. is quoted for November-December shipment; 340 bags were delivered last week, there being no landings; the London stock is 4,000 bags, against 8,000 bags at this time last year.

RUBBER is again dearer, and on the week has advanced a further ¼d. per lb. The steady improvement which has been the feature during the past few weeks has been fully maintained, and at the close there was a firmer undertone. The spot demand has been slower, but the direct business from Singapore has greatly improved. New York is closely following this market, and the Americans are "nibbling" at anything cheap. Furthermore, in view of the recent decline in sterling the American price of standard grades is fully ¼d. per lb. higher than the London quotation. For the first time for many weeks deliveries exceeded arrivals, and last week arrivals amounted to 1,090 tons, whilst deliveries totalled 1,538 tons, showing a decline of 448 tons in the stocks. Quotations (Wednesday, 5 p.m.):—No. 1 standard crêpe and ribbed smoked sheet, spot and November, 1s. 2¾d.; December, 1s. 2½d.; January-

March, 1s. 3¼d.; April-June, 1s. 3½d. Hard fine Para is steady, 1s. 0¾d. per lb.

SAFFRON.—A substantial rise in Valentia saffron has taken place at the source, the highest prices of last year having, it is stated, been passed. Difficulty is being experienced in obtaining supplies; so far, the exchange movements have favoured the English buyer. Fine-grade new crop will probably be worth 145s. to 147s. 6d. per lb. On the spot the present quotations range from 132s. 6d. to 145s. as to quality.

SEEDS.—The market is very quiet with the following spot quotations current on Wednesday: Spanish ANISE, 77s. 6d. to 80s. per cwt., and Russian, 60s. per cwt. CANARY SEED.—Mazagan is firm on spot at 20s. per cwt.; Larache is unobtainable on spot. CARAWAY SEED.—Dutch is at 122s. 6d. per cwt.; Morocco, 84s. CORIANDER SEED.—Sound, 42s. 6d., and wormy, 32s. 6d. to 35s. per cwt. CUMIN SEED.—Morocco, 115s. per cwt.; Malta, 115s. DILL SEED is scarce at 21s. 6d. per cwt. FENNEL SEED.—Indian, 35s. to 45s. HEMP SEED.—Manchurian is scarce and dearer at 19s. 3d. FENUGREEK SEED.—Morocco, 25s.; Indian, 24s. 6d. LINSEED.—Morocco, 22s. 6d. per cwt. MUSTARD.—English is scarce at 35s. per cwt.

SENEGA meets with little demand at 3s. to 3s. 1d. per lb. on the spot. The primary markets continue very firm.

SHELLAC.—The spot market has been quiet, and usual standard TN orange is a trifle easier at 310s. per cwt.; AC cakey is 300s., and GAL 270s. For delivery the sales include TN for December at from 307s. 6d. to 312s. 6d., and March at from 307s. 6d. to 312s. 6d. To arrive, TN for November-December shipment has sellers at 310s., c.i.f.

STARCH PRODUCTS.—Dutch farina remains firm at 21s. per cwt. on the spot, and at 20s. per cwt. f.o.b. for November-December shipment. American maize starch powder is unchanged at 16s. 9d. per cwt. on the spot, and dextrin is unaltered at 27s. per cwt. for superior Dutch and 26s. for No. 2 on the spot. Best rice starch crystals offer at 40s. for English and 33s. 6d. per cwt. for Continental.

TONKA BEANS.—Angostura continue scarce on the spot owing to American buying at the source; fine frosted beans are worth about 10s. 6d. per lb. Paras are plentiful and in small demand.

VANILLA.—Business has been brisk lately, and prices are steadily rising owing to the dearth of spot goods and insufficiency of the crop. Important sales have been made for Bourbon vanilla, first quality, average 15 cm. at 175 to 180 fr. per kilo, and prices are expected to rise further. For Tahiti, yellow label, the price is now 155 fr. per kilo.

WAX (VEGETABLE) is firmer, with sales afloat at 87s. 6d. per cwt., and sellers of November-December at 82s. c.i.f.; spot is 100;

Essential Oils

ALTHOUGH there has been only a quiet demand this week, one or two important price changes are recorded. Ceylon cinnamon-leaf oil is short on the spot, and no c.i.f. offers are obtainable. Prices are accordingly dearer. Sicilian orange oil is dearer. Lemon oil has also a firmer tendency. American wormseed is also a shade firmer. The c.i.f. prices of cassia and star anise oils have dropped sharply. Patchouli is cheaper. Hand-pressed lime is weaker, but distilled oil is very firm. Bourbon geranium is cheaper.

The following are the quantities and values of the essential oils (other than turpentine) imported into and re-exported from Great Britain for October 1923, compared with the same month in 1921 and in 1922, also for the ten months ended October 31, 1921-1923:—

		1921	1922	1923
October imports (other than turpentine)	lb.	232,700	265,173	442,010
	value	£108,899	£68,036	£104,584
Jan.-Oct. imports	do.	1,478,451	2,631,593	3,222,344
	value	£445,094	£675,550	£803,899
October re-exports	do.	68,069	71,370	102,676
	value	£40,485	£26,505	£48,140
Jan.-Oct. re-exports	do.	527,366	677,652	723,852
	value	£253,305	£296,043	£312,623

ANISE (STAR).—"Red Ship" on the spot is steady at 1s. 9½d. to 1s. 10d. per lb. The c.i.f. price to arrive is lower at 1s. 7½d.

BERGAMOT.—Spot quotations for 37 to 39 l.a. range from 12s. 6d. to 13s. per lb., according to brand. The c.i.f. price is firm at 12s. 6d. to 13s. 3d.

BOIS DE ROSE (FEMELLE) is very firm and scarce at 13s. 6d. to 13s. 9d. per lb.

CAJUPUT is obtainable on the spot at from 3s. 1d. to 3s. 3d. per lb. An arrival from Macassar of 50 cases in London by the s.s. "Blitar" has taken place.

CASSIA on the spot is steady at 10s. 9d. per lb. for 80 to 85 c.a. The price quoted for shipment is cheaper at 8s. 6d. c.i.f. Bids a shade less might be considered.

CEDARWOOD.—American is firm for drums at 1s. 4½d. per lb. and cases at 1s. 6d.

CINNAMON.—Ceylon leaf has been in fair demand. It appears that no c.i.f. offers are obtainable and spot is dearer. Offers of 5½d. per oz. have been refused in some directions, but limited supplies may still be obtained at 5d. Mysore distillate is dearer at 8s. 9d. per lb.

CITRONELLA.—Ceylon on the spot is steady at 4s. 3d. per lb.; a shipment in course of landing (free from alcohol) is offered at 4s. Java oil is firm at 4s. 7d. on the spot, and 4s. 3½d. to 4s. 5d., c.i.f., to arrive as to position. Advices from Java report that at Semarang some producers were recently compelled to buy at fl.5, inclusive drum, in order to be able to complete contracts, and even higher prices are expected. January/February delivery was quoted fl.4.45 nominal. In Soerabaya Chinese sellers offered citronella oil for prompt delivery at fl.4.60, without finding buyers.

CLOVE.—English distilled is selling at 9s. 3d. per lb. on the spot. Mysore is offered at 9s.

GERANIUM.—Bourbon has declined, and there are now spot sellers at from 34s. to 36s. per lb. The price quoted for next crop (due in London in about four months) is 240 fr. per kilo c.i.f. (= 23s. per lb. approx.). Algerian is obtainable at from 32s. to 33s.

JUNIPER BERRY.—Spot holders are quoting 4s. 6d. per lb., which is unchanged.

LAVENDER.—French oil continues to be in fair demand, but spot prices are very irregular. From 26s. and upwards is quoted in some directions for 38 to 40 per cent. esters, but while stocks last good quality oil (natural esters) is obtainable in quantity at from 24s. to 25s. per lb., which is below replacement value. It has been estimated that the stocks in France amount only to about 10 tons in the hands of strong holders, and the price of 200 fr. mentioned some time ago will likely be exceeded in the spring.

LEMON.—The c.i.f. prices for new crop range higher from 2s. 7d. to 2s. 10d. per lb. Spot holders quote about 2s. 9d. to 2s. 10d.

LEMONGRASS.—Cochin on the spot is quiet at 2½d. per oz., which might be shaded. Up to 2½d. c.i.f. is wanted.

LIME.—West Indian distilled is obtainable on the spot at 4s. per lb. No further offers are being made from the source. Hand-pressed is easier at from 6s. 6d. to 7s.

MINT.—Japanese demethylated Kobayashi-Suzuki is steady at 12s. 3d. per lb., and November-December shipment is 11s. 6d. c.i.f. to arrive.

ORANGE.—Earlier in the week c.i.f. offers were made below 10s. per lb., but the price has since been advanced from 10s. 6d. to 11s., being now general, and in some directions 11s. 6d. c.i.f. Spot is quoted at 11s. to 11s. 6d. West Indian sweet ranges from 8s. to 9s. per lb. spot, and from 7s. 6d. to 8s. c.i.f.

PATCHOULI.—Usual Penang quality is cheaper at 23s. 6d. per lb. and below 20s. c.i.f. to arrive, selected grades being correspondingly higher.

PENNYROYAL.—Small lots of Spanish on the spot are obtainable at 8s. per lb.

PEPPERMINT.—American is as last quoted, natural tin oil being obtainable at from 15s. to 15s. 6d. per lb. Dutch B.P. blended oil is offered at 11s.

PETITGRAIN.—Paraguayan to arrive is firm at from 8s. 6d. to 9s. 6d. c.i.f. On the spot there are sellers at these prices.

ROSEMARY.—Spanish on the spot is unchanged at from 1s. 8d. to 1s. 9d. per lb.

SANDALWOOD.—The price of Mysore Government B.P. East Indian oil is 25s. per lb. There are other holders quoting 24s. 6d. for quantity.

SASSAFRAS.—Some holders have sold out and say there is no immediate prospect of replacement.

SPIKE.—Spanish on the spot is steady at from 3s. 2d. to 3s. 3d. per lb. French is quoted at 6s. per lb. At the source 45 fr. per kilo in ton lots is quoted.

THYME.—Spanish red, 23 to 30 per cent. phenols, is steady at 4s. 9d. per lb.

WORMSEED.—American has improved, and 24s. per lb. is now quoted on the spot for quantity.

Pharmaceutical Chemicals, etc.

THE default of the German Government in refusing to meet the 26 per cent. Reparation duty on imports into this country is likely to have the effect of still further advances in spot prices in this market. We refer to this matter in detail on another page. The spot position as regards prices is fully maintained, and some further advances are recorded. Spot holders are undoubtedly in a very strong position, and buyers look like having to pay almost any prices that are asked for some products. Reports from Paris state that supplies are also running short there, and high prices are ruling.

ACETANILIDE.—The spot position is now firm, and little is offering below 2s. 6d. to 2s. 9d. per lb.; business has again been brisk for both home and export. Supplies are limited, and still higher prices are looked for.

ASPIRIN.—Buying has been very brisk here, and high prices have been the feature, with nothing available under 3s. 6d. to 3s. 9d. per lb. Any movement is likely to be to higher prices, and most makers are fully sold ahead.

BABBITONE has shown little life: dealers holding spot supplies are asking between 17s. to 18s. per lb.

BENZALDEHYDE (.03) is a firm market, with dealers' prices steady at 3s. per lb.; a fair business has been done.

BENZOIC ACID.—Dealers are now quoting at 3s. 6d. to 3s. 9d. per lb. for B.P. Import licences have been granted for very limited quantities only and will not meet the present demand. This attitude on the part of the Dyestuffs Licensing Committee is difficult to understand, as it is forcing the spot price up to consumers who require the material to make sodium benzoate.

BROMIDES.—Considerable business has been done for both home and export—some of it resales to the Continent. Prices are firm, and tend to move to still higher levels. Ammonium, fully 8d. per lb. Potassium, crystals and granular, 7½d. to 7¾d. per lb. Sodium, crystals and granular, fully 8d. per lb. All B.P.

CALCIUM LACTATE might still be obtained to-day at about 2s. per lb., but it looks as though 2s. 3d. per lb. will be the ruling price by the end of the week. Best English make is 2s. 9d.

CHLORAL HYDRATE is very firm, and duty paid is fully 4s. 3d. per lb., with some good business being done. The cheaper lots at about 4s. per lb. have been taken off the market.

CITRIC ACID (B.P. crystals).—Business has not been sustained here after the improvement reported last week. The spot value is somewhere in the region of 1s. 4¾d. to 1s. 5d. per lb., less 5 per cent. These prices might be shaded in some quarters.

CREOSOTE B.P. is well maintained on spot, as quoted by dealers at 2s. 6d. per lb.

CREOSOTE CARBONATE is neglected: makers quote in the region of 7s. 6d. per lb.

GUAIACOL CARBONATE is firmly held, with dealers holding spot supplies not accepting less than about 13s. per lb. Continental prices are dearer, and offerings are limited.

HEXAMINE.—The spot price is well maintained at 4s. 3d. to 4s. 6d. per lb., and business has been quite brisk.

HYDROQUINONE is dearer, with nothing now offering on spot below 4s. 2d. to 4s. 3d. per lb. Last week's cheaper offers at about 4s. are now off the market.

HYPOPHOSPHITES.—British makers quote as follows for 28lb. lots:—Ammonium 7s. 2d., calcium 3s. 6d., iron 6s. 8d., magnesium 7s. 2d., sodium 4s., and potassium 4s. 1d. per lb.

METHYL SALICYLATE is firm as quoted by dealers at 2s. 10d. to 3s. per lb. on spot, and these prices are likely to hold. Any movement will be to higher rates.

METHYL SULPHONAL.—It seems that any material now arriving will only be sold at about 25s. to 25s. per lb., or perhaps a shade under that rate.

PARA-FORMALDEHYDE is firm as offered by spot holders at 3s. 9d. per lb., and some fair business has been done.

PARALDEHYDE.—Dealers on spot are not accepting less than 1s. 6d. per lb., for spot stocks, and in at least one quarter 1s. 8d. per lb. is asked for small quantities.

PHENACETIN.—This market is firmer at the higher price quoted last week of 7s. 6d. per lb., and this is about the basis for most business done.

PHENAZONE.—The tendency for this article to move up to 8s. 9d. per lb. has materialised, and to-day little is offered on spot below that figure. The position is considered firm.

PHENOLPHTHALEIN.—The little available on spot is quoted firmly at 8s. 3d. to 8s. 6d. per lb., and about the same levels are mentioned for some material to arrive.

POTASSIUM PERMANGANATE.—B.P. is steady at 9½d. per lb., but business has been slow and small this week.

POTASSIUM SULPHOGUAIACOLATE remains dull, with dealers still offering at about 7s. per lb.

RESORCIN continues firm as quoted on spot at 6s. per lb. There has been a fair volume of business done.

SALICYLIC ACID B.P.—This article is very firm on spot as quoted at 2s. 4d. for large quantities and 2s. 6d. for smaller lots. Prices seem likely to go a shade higher before long.

SALOL is dearer on spot, and it is difficult to locate any supplies offering here below 4s. to 4s. 3d. per lb. These prices are likely to hold good.

SODIUM BENZOATE is firmly held at 2s. 9d. per lb. and some opinions favour higher prices in the region of 3s. per lb. before long. While the demand is good supplies are short.

SODIUM DIETHYLBARBITURATE remains slow in demand, with dealers quoting unchanged at about 18s. per lb.

SODIUM SALICYLATE.—Spot prices are very firm, with crystals at 2s. 11d. to 3s. and powder at 2s. 10d. per lb. Dealers have received large enquiry and have done good business. Supplies here and on the Continent are now limited. Higher prices are quoted.

SULPHONAL.—As we suggested last week when it was quoted at 25s., was likely to settle down at a lower level, is now quoted at 17s. 6d. to 20s. per lb. At this range the market is firm.

TARTARIC ACID.—B.P. continues dull with spot supplies available. The quoted rate is about 1s. 1½d. per lb., less 5 per cent., but at this rate the market is weak.

TERPIN HYDRATE is steady, but in little demand with dealers quoting unchanged at 1s. 9d. per lb.

The following prices are quoted by British makers:—Gallic acid, pure crystals, 3s.; pyrogallie acid, 6s. per lb. for 28-lb. lots; tannic acid B.P., 3s.; amidol, 9s. per lb.; atropine sulphate, 12s. 6d. per oz.; bismuth salts are steady; carbonate, 12s. 8d. to 14s. 9d. per lb., according to quantity; salicylate, 10s. 2d. to 12s. 2d.; citrate, 11s. 4d. to 13s. 4d.; subnitrate, 10s. 9d. to 12s. 9d.; chloral hydrate, 4s. 3d. per lb. Chloroform, 2s. per lb. for cwt. lots; sodium sulphate anhydrous, £25 to £26 per ton, as to quantity, in one-cwt. drums, f.o.b., London; magnesium carbonate, light commercial, £36 per ton net; magnesium oxide (light commercial) has been reduced by £5 per ton to £72 10s. per ton, less 2½ per cent.

PERFUMERY CHEMICALS.—The following are current prices (per lb.):—Acetophenone, 11s. 6d.; Aupine, 14s.; Amyl acetate, 3s.; Amyl. butyrate, 7s. 3d.; Amyl salicylate, 3s. 6d.; Anethol (M.P. 21/22° C.), 3s. 9d.; Benzyl acetate from chlorine-free benzyl alcohol, 2s. 9d. to 3s. 3d.; Benzyl alcohol, free from chlorine, 3s. 3d.; Benzyl benzoate, 5s. 6d.; Cinnamic aldehyde, natural, 22s. 6d.; Coumarin, 20s.; Citronellol, 19s. 6d.; Citral, 9s. 6d.; Ethyl cinnamate, 10s.; Ethyl phthalate, 3s. 9d.; Engenol, 11s.; Geraniol (palmarosa), 37s. 6d.; Geraniol, 6s. 9d. to 13s. 6d.; Heliotropine, 6s.; Isoeugenol, 15s. 9d.; Linalol ex Bois de rose, 18s. to 20s.; Linalyl acetate, 20s.; Methyl anthranilate, 8s. 6d.; Methyl benzoate, 6s.; Musk ketone, 47s. 6d.; Musk xylol, 12s. to 13s. 6d.; Nerolin, 4s.; Phenyl ethyl acetate, 10s.; Phenyl ethyl alcohol, 16s.; Rhodinol, 60s.; Saftrol, 1s. 10d.; Terpineol, 2s. 6d. to 3s.; Vanillin, 25s. to 24s.

ARRIVALS OF CHEMICALS dutiable under the Safeguarding of Industries Act and with the following values have taken place during the past week: Acetyl chloride, £346; acetyl salicylic acid, £693; butyl alcohol, £1,358; butyric acid, £169; cellulose acetate, £843; diacetyl morphine hyd., £1,044; hexamine, £377; isopropyl alcohol, £123; lithium carbonate, £376; morphine hydrochloride, £821; novocaine, £229; oxalic acid, £523; quinine ethyl carb., £322; paraformaldehyde, £124; paraldehyde, £103; phenazone, £434; potass. bromide, £330; soda peroxide, £159; soda sulphite, £101; thymol, £738; chemical products undescribed, £1,846.

Industrial Chemicals, etc.

London, November 21.

ALTHOUGH business shows but little material improvement, the tone is already considerably firmer, and evidence is not lacking that higher prices may soon be expected in many directions. This movement, following the pharmaceutical market, is due almost entirely to the state of affairs in Germany, which has now been aggravated by the German Government defaulting in respect of the 26 per cent. Reparation levy. By the time this report is published higher prices than those quoted here may obtain in some items.

ACETIC ACID, although in no great demand during the past week, is firmer, and few spot holders are now quoting below the following advanced rates: 80 per cent. technical, £47; 80 per cent. pure, £48 to £49; 93 per cent. glacial, about £60, in casks, and about £73 in glass demijohns, ex wharf, London.

ACETONE is as firm on spot and may quite well advance from to-day's price of £124 per ton, in drums, for B.G.S.

ARSENIC.—The American demand is not so lively as it was recently, but the market continues firm under the influence of the marked scarcity. Grecian producers are not making any attempts at further business at present, being well booked up, and hardly any offers are heard of from other foreign sources at the moment. Only small lots of Cornish could be got for prompt or December delivery at about £65 to £66 per ton f.o.b., while some sellers are asking £68 to £69, delivered London.

BARIUM CHLORIDE is offering by dealers at about £14 15s. to £15 per ton for 93 to 100 per cent., but the demand is small.

BLEACHING POWDER is slow of sale, with dealers offering Continental at about £10 5s. per ton for 35 to 37 per cent. chlorino.

COPPER-SULPHATE.—There has been very little movement and the export demand is very sluggish, but as makers' prices do not apparently leave them any really adequate margin of profit, further concessions are considered rather unlikely, while the metal is expected to fluctuate upward rather than downward, due to the price being comparatively low. F.o.b. terms for sulphate stand at £25 to £25 5s. for casks.

CREAM OF TARTAR, B.P., is steady, although meeting with only a limited demand; quoted round about 85s. per cwt., according to quantity.

FORMALDEHYDE is firmer on spot. The lower value of sterling on the American Exchange affecting the price: 40 per cent. volume is about £65 per ton.

LEAD ACETATE is scarce on spot and holding firm at high rates: Brown, £42 to £42 10s.; white, £43 10s. per ton. Continental offerings are dearer.

LITHOPONE is dearer on the Continent and on spot; 30 per cent. Continental red seal is now firm on spot at £23 to £24 per ton, with a rising tendency still in evidence.

OXALIC ACID finds little business; the quoted price on a weak market is round about 5½d. per lb.

POTASH CAUSTIC.—The spot position is certainly firmer, although the price has not so far advanced from the level of £31 per ton for 88 to 92 per cent. solid in drums; but higher rates are expected.

POTASSIUM BICHRIMATE is steady, with British makers' quoting unchanged in the region of 6½d. per lb.; dealers' prices are perhaps a little lower.

POTASSIUM CARBONATE is firmer on spot, with dealers now asking about £26 for 90 to 92 per cent., and from £28 to £29 for 96 to 98 per cent. It seems likely that prices will move to still higher levels.

POTASSIUM CHLORATE remains dull, so far as dealers are concerned. Their prices are rather easy as quoted at 2½d. to 3d. per lb.

POTASSIUM PERMANGANATE continues to be offered by dealers close up to 9d. per lb. for commercial quality, and the position seems steadier this week.

POTASSIUM PRUSSIAN.—British is offering by dealers at about 10d. per lb., but business remains slow and very limited. A little export has been done.

SALTCAKE from home makers is steady for home trade at £4 10s. per ton, and is likely to stay at this figure to the end of the year.

SODIUM ACETATE is firmer, with dealers quoting in the region of £24 10s. per ton for spot.

SODIUM BICHRIMATE.—British makers' prices for home trade only is maintained on a steady market at 4½d. per lb.

SODIUM CARBONATE (washing crystals) for home trade only is offered by British makers at £5 5s. per ton, in bags, carriage paid to destination.

SODIUM CHLORATE is still dull, with dealers receiving hardly any inquiry. Quoted in the region of 2½d. per lb.

SODIUM HYPOSULPHITE.—It is evident from the wide margin in prices being quoted that importers are expecting higher rates. To-day's quotations range from £14 15s. up to £15 10s. for pea crystals, and it seems that the market might settle down at about £15 per ton. Commercial quality is about £10 to £10 10s. per ton.

SODIUM PRUSSIAN remains in poor demand, with dealers offering British at the low figure of 5½d. per lb.; market unsteady.

SODIUM SULPHIDE.—Spot prices of 60 to 62 per cent. solid are unchanged at £14; for broken, about £15 is asked. These prices may harden in the near future. Business has again been slow.

SULPHUR.—The market shows no special feature, but rules very steady, the position being under control. Raw sulphur stands at £5 7s. 6d. per ton, delivered Manchester, and quotation for Sicilian flowers is at £9 15s., while roll is quoted £8 c.i.f. to arrive.

ZINC PRODUCTS.—The demand for zinc-oxide has been restricted, but in spite of the setback in the price of zinc metal, makers have made very little alteration in their terms, which range from about £37 to £45 per ton, according to quality, delivered free on trucks.

COAL-TAR PRODUCTS, ETC.—Pitch is again at cheaper rates with the market dull. Other products show but little change in price, and business is still rather quiet. **ANILINE OIL** continues to be quoted at 9d. to 10d. per lb., naked, ex works; the demand is still small. **ANILINE SALT** remains at the quoted rates of 9½d. to 10d. per lb., naked, ex works, with the market steady. **BETANAPHTHOL** is steady and tends to harden from 1s. 1d. to 1s. 2d. per lb. **CARBOLIC ACID** crystals continue dull and rather weak as quoted at 1s. to 1s. 1d. per lb., f.o.b., in large bulk packing. **CRESYLIC ACID** is unchanged on quotation at 2s. to 2s. 3d. per gallon for 97 to 99 per cent., with the demand small. Crude, 60's, 3s. to 3s. 3d. per gallon for spot delivery, with a small business. **PENZOL.**—The following are British makers' prices: crude 65's, 8d. to 10d.; standard motor, 1s. 1d. to 1s. 4d.; pure, 1s. 6½d. to 1s. 8d. per gallon, ex works. in tank wagon. **TOLUOL** is still quiet in demand, with quoted rates the same at 1s. 8d. to 1s. 9d. per gallon f.o.r. makers' works, in buyers' packages. **XYLOL**, pure, 2s. 3d.; commercial, 1s. 6d. per gallon, drums extra, shows no change on the week. **CREOSOTE OIL** remains dull, but the market keeps steady in the region of 9½d. per gallon, f.o.b. **NAPHTHA** (crude) is seldom called for; quoted at about 8½d. per gallon. Solvent naphthas are at last week's reduced price of about 1s. 2d. per gallon for 90 to 160, and heavy 90 to 190. **NAPHTHALENE** is steadier and tends to harden from to-day's price of £19 per ton. Crude, £5 to £11; crystals, £23; powder, £17; balls, £24; candles and tablets, £23 per ton. **HEXAMETHYLENE** is rather firmer, with the price likely to move up from 3s. 9d. to 4s. per gallon, on spot. **PYRIDINE** is exceedingly firm as quoted on spot at 21s. to 23s. per gallon. **PITCH** is again at cheaper figures, with the demand still far from satisfactory; quoted to-day at about 130s. per ton, f.o.b. East Coast, with the position none too steady.

Fixed Oils, etc.

In most directions business has been much better this week, and as a result the tone generally is healthier, with higher prices prevailing. Castor, palm, coconut and rape oils are bright features. **Linseed** is also a good market. **ACID OILS.**—Supplies on spot are scarce and prices are firmer; coconut-palm kernel, 40s.; groundnut, 38s. 6d.; soya, 36s. 6d., all spot. **CASTOR.**—Further considerable jumps in values are recorded here and the market is very firm; pharmaceutical, 60s.; first pressings, 55s.; second pressings, 54s., all spot in not less than one ton lots. **COCONUT.**—A good improvement is recorded both in the volume of business and prices current; deodorised, 51s. spot; Ceylon, c.i.f. 46s. 3d.; Cochin, c.i.f. 50s. 3d. **COTTON.**—With prices hardening early in the week this market closed steady at the advanced prices quoted; deodorised, 48s. 6d.; common edible, 47s.; soapmaking, 44s. 6d.; crude, 40s. 6d., all spot. **GROUNDNUT.**—Higher prices are ruling here and the market is quite steady; deodorised, 57s. spot; crude Oriental, 51s. c.i.f. **LINSEED** (raw, naked).—A week of good business is recorded here, with prices tending to move up all the time. At the close all positions show a good advance on the week with the tone quite firm. On spot, 42s. 9d. to 42s.; November, 42s. (paid); November-December, 41s. 10½d.; January-April, 38s. 6d.; May-August, 35s. 10½d. Hull, on spot, 41s. 9d.; November-December, 41s.; January-April 38s. 6d.; May-August, 35s. 9d. **PALM KERNEL.**—A sharp advance is recorded here and the market holds firm at the close—business good; deodorised, 48s.; crude, 42s., all spot. **PALM.**—Following on the advances recorded during the past two weeks, further appreciations in spot values are recorded. Business has been brisk and the market closes very firm; Lagos, 38s. 3d.; softs, 37s. 9d.; mediums, 37s. 6d.; hards, 37s. 9d.; bleached, 40s. 6d., all spot. **RAPE.**—The market has livened up and prices at the close had advanced and stand firm; refined, 44s. 9d.; crude, 41s. 9d., all spot. **SOYA.**—This market is steady and about level on the week—business quiet. Deodorised, 45s. 6d.; crude, 41s. all spot. **TURPENTINE.**—The market has kept fairly steady. There was a fair demand late last week in a generally firmer market, but the demand seems quieter again, buyers being shy, but holders appear fairly confident and do not press offers since the recent good rally in the American market. Deliveries of American were not so extensive last week, but the stocks were reduced to about 23,400 barrels apart from French spirit. Spot closed at 73s. 3d.; December, 73s. 9d.; January-April, 74s. 9d. **WOOD.**—Hankow in barrels is nominal on spot at 92s. 6d.; no demand.

London Drug Auctions

Commercial Sale Rooms,
Mincing Lane, E.C.3. November 22.

A MODERATE quantity of crude drugs offered at the final auction of the year, but the demand was about on a level with previous sales held this year, although it improved slightly towards the end, and the twelve catalogues were concluded by 1 p.m. Cape aloes was steady for the small quantity sold. Annatto seed being scarce realised high prices. Sumatra benzoin was flat, and buchu was in more demand at steady rates; Balsam tolu was held for high rates. Cardamoms opened flat, but the demand substantially improved and very firm prices were paid. Gamboge is plentiful and slightly easier. Honey was in better demand, and prices advanced 5s. to 10s. per cwt. Ipecacuanha was slow, but steady. Kola met a fair demand at previous low prices. Myrrh was easy, but good Aden is scarce. Rhubarb was extremely slow and unchanged. Tinnevely senna had a firmer tendency, buyers having to pay valuations. Grey Jamaica sarsaparilla was 1d. per lb. easier but quality was mostly coarse; native Jamaica was slow and unchanged. Beeswax met a small demand at unchanged rates. The following table shows the quantities of goods offered and sold:—

	Offered	Sold		Offered	Sold
Aconite root ..	18	0	Honey—		
Aloes—			Chilian ..	110	0
Cape ..	22	5	Cuban ..	51	20
Curacao (cs.)	67	18	Guatemala ..	36	36*
Ambergris (oz.)	261	0	Honduras ..	36	36
An. moniacum (cs.)	32	1	Jamaica ..	527	174
Anise, star ..	12	0	New Zealand ..	80	34
Anise (Russ.) ..	50	0	Porto Rico ..	15	0
Anise, (Span.) ..	39	0	San Domingo ..	8	8
Annatto seed ..	22	8	St. Lucia ..	16	5
Asafetida ..	182	2	Trinidad ..	58	0
Bael fruit ..	11	0	Hydrastis ..	1	0
Balsam tolu ..	10	0	Ipecacuanha—		
Bay oil ..	7	0	Matto Grosso ..	52	5
Benzoin—			Jaborandi leaves	58	0
Palembang ..	10	0	Jalap ..	31	0
Siam ..	31	1	Jamboul burk ..	12	0
Sumatra ..	220	0	Jamboul Seed ..	39	0
Bigarade (orange)			Kamala ..	9	0
oil ..	3	0	Kola ..	133	23
Black haw bark ..	5	0	Laurel berries ..	6	0
Buchu ..	57	9	Lime oil ..	6	0
Calabar beans ..	3	0	Liquorice root ..	116	0
Calamus root ..	300	0	Lycopodium ..	3	0
Calumba ..	300	0	Manna ..	11	0
Camphor oil ..	100	50	Marjoram ..	1	1
Cannab. Ind.—			Menthol .. (cs.)	1	0
African ..	29	0	Musk seed ..	4	0
Bombay ..	2	0	Myrrh ..	171	48
Cantharides ..	11	0	Nux vomica ..	561	0
Cardamoms ..	79	31	Olibanum ..	219	0
Cascarilla ..	3	3	Orange peel ..	116	60
Cascara sagrada ..	110	0	Orchilla weed ..	123	0
Cashew nuts ..	115	46	Otto of rose (v.s.)	4	4
Cassia fistula ..	124	0	Patchouli oil ..	10	0
Cassia oil ..	2	2	Potash bromide ..	9	0
Celery seed ..	10	0	Quince seed ..	3	3
Chaulmugra oil ..	9	0	Rhapontica root ..	20	0
Chiretta ..	24	0	Rhubarb (Ch.) ..	176	9
Cinnamon oil ..	1	0	Rosepetals ..	2	0
Cocculus indicus ..	21	0	Sage leaves ..	86	0
Cochineal ..	14	0	Sandalwood chips	64	0
Colchicum root ..	2	2	Sandarac ..	8	0
Colocyath and			Sarsaparilla—		
pulp ..	42	9	Grey Jamaica ..	34	13
Condurango ..	22	0	Lima-Jamaica ..	10	6
Copaiba balsam ..	6	0	Mexican ..	13	0
Copaiba oil ..	1	0	Native Jam ..	30	10
Coriander seed ..	499	0	Senega ..	12	0
Croton seed ..	50	0	Senna and pods—		
Cubebs ..	70	0	Alex. ..	108	0
Cumin seed ..	93	0	Tinnevely ..	284	39
Cuscut ..	18	0	Soda bromide ..	4	0
Cutch ..	104	0	Soy ..	7	0
Cuttlefish bone ..	20	0	Squill ..	29	0
Dragon's blood ..	30	0	Stramonium ..	5	5
Elemi .. (cs.)	61	0	Tamarinds ..	5	0
Ergot ..	22	0	Tonka beans ..	24	0
Eucalyptus oil ..	38	0	Tragacanth ..	32	0
Galangal ..	40	0	Turmeric ..	105	0
Galls ..	17	0	Uva ursi leaves ..	24	0
Gamboge ..	30	2	Wax (bees)—		
Glycyrrhizine (tins)	3	0	East Indian ..	11	0
Guaicum ..	79	3	Jamaica ..	7	5
Guarana ..	4	0	Madagascar ..	3	3
Gum acacia (Ghatti)	57	0	Morocco ..	60	0
Gum karaya ..	16	6	(Various) ..	275	6
Gurjun oil ..	25	0	West Indian ..	5	0
Henna eaves ..	101	0	Zanzibar ..	106	21
			Witch hazel bark	5	0

* Sold privately.

ALOES.—Of Cape 22 cases offered and 5 sold at 42s. 6d. per cwt. for dull hard seconds, and of Curacao 67 boxes offered and 5 sold at 80s. for capey mixed. Good liver was

held at 90s. (a bid of 82s. 6d. being refused); dull liver (8 cases) realised 75s. to 80s. per cwt.

The exports from the Union of South Africa during July amounted to 104,943 lb. (£752), against 123,265 lb. (£897) in July 1922. During the seven months ended July 31 the exports amounted to 347,268 lb. (£2,351), against 322,495 lb. (£2,155) for the corresponding period of 1922.

AMMONIACUM.—Small sales of fair drop have been made at 1s. 3d. lb.

ANNATTO SEED.—Eight bags of good bright Jamaica sold at 1s. 5d. per lb., and 14 bags fair were retired at 1s. 8d., a bid of 1s. 4d. being refused.

BAEL FRUIT.—Eleven bags of fair broken from Cocanada were offered without reserve, but no bid was made.

BALSAM TOLU.—In auction 10 cases were catalogued, but were not in time for the sale. They are offered by private treaty, the idea of value being 12s. per lb.

BENZON.—All the offerings passed the hammer unsold. A single case of dark Saigon almonds, slightly woody, had been sold privately at £10 per cwt.; for small to bold free pale Siam almonds £33 per cwt. was wanted.

BUOHU.—A string of 16 bales fair greenish round, slightly stalky, were held at 3s. per lb. Later, 41 packages offered and 9 sold, including good green round, slightly stalky, at 3s.; long greens, slightly stalky, at 2s. 9d., and long ovals at 2s. 9d. per lb.

The exports from the Union of South Africa during July amounted to 4,458 lb. (£518), against 24,971 lb. (£3,188) in July 1922. During the seven months ended July 31 the exports amounted to 139,182 lb. (£17,475), against 100,831 lb. (£12,617) for the corresponding period of 1922.

CALUMBA.—The offerings included 100 bags of small to bold fair natural clean sorts at 7s. per cwt.

CAMPBOR OIL.—Fifty cases white were bought in at 75s. per cwt., and a further 50 cases sold without reserve at 60s. per cwt.

CANNABIS INDICA.—For two cases fair Bombay tops 17s. 6d. per lb. was wanted, and nineteen bags African siftings were bought in at 4s. per lb., as also were ten bags in another interest.

CARDAMOMS.—Privately business has been done in green Alleppy at 4s. 9d. In auction the demand opened quiet, but improved towards the end. The sales included: Ceylon-Mysore, bold long pale, few split, 6s. 2d.; medium to bold pale, 5s. 8d. to 5s. 9d.; medium ditto, 5s. 2d. to 5s. 6d.; small and medium pale, 4s. 8d. to 5s. 1d.; medium split, 4s. 4d.; small mixed sizes, 4s.; yellowish specky, 3s. 10d. fair to pale split seed, 4s. 4d.

CASCARILLA.—Three bags siftings sold at 10d. per lb.

CASHEW NUTS.—Forty cases sea-damaged sold with all faults for account of whom it may concern at 10s. 6d. to 14s. One badly sea-damaged at 5s. per cwt. Six cases were disposed of at 54s. per cwt.

CASSIA OIL.—Two cases, 80 to 85 c.a., sold cheaply at 9s. 6d. per lb.

CHAULMOOGRA OIL.—Four cases Taraktogenos Kurzii were limited at 3s. 3d., and five cases Hydnocarpus Wightiana at 2s. 4d. per lb.

CHIRETTA is selling privately at 5d. per lb., with nothing disposed of in auction.

COCHINEAL.—Four bags of silvers were bought in at 1s. 8d. per lb.

GURJUN OIL.—Twenty drums were bought in at 11d. per lb.

DRAGON'S BLOOD.—Privately there has been a good export demand of late, and supplies have much diminished, with up to £20 per cwt. paid for Singapore slab; dull slab is obtainable at about £17. No reboiled or any good quality is unobtainable. Fifteen cases of dragon's blood have arrived from Aden, and fifteen cases from Singapore. In auction £20 was wanted for ten cases of dullish lump, and £5 per cwt. for ordinary Zanzibar drop.

GAMBOGE.—Two cases of fair Siam pipe slightly blocky sold at £19 5s. per cwt.

HONEY met with a better demand, prices being from 5s. to 10s. per cwt. higher compared with the previous public sale. The chief demand was for Jamaica, the following showing the business done: Good white set, 60s. per cwt., ordinary to good pale set, 45s. to 57s. 6d.; light amber setting, 43s. to 47s. 6d.; dark set, 30s.; dark to light amber liquid, 32s. 6d. to 55s.; fermenting, 30s. to 32s. 6d. Of Cuban, white set sold at 50s. to 52s. 6d.; pale set, but sugary, 40s. to 45s. San Domingo, pale set, 37s. 6d. to 45s.; fermenting, 35s.; flavoured with paraffin, 25s.; St. Lucia, amber set, 38s.; New Zealand, white set, 65s.; light amber (24 cases), sold privately; Guatemala (36 cases), brown set, sold privately. Honduras, 36 cases, pale set, sold at 50s. per cwt.

IPECACUANHA.—Matto Grosso, the only description offered, was extremely dull, but steady. Five bales of fair bright,

but slightly water-damaged, sold at 6s. 7d. to 7s. per lb., and for fair bright sound the limit was 7s. 3d. per lb.

KOLA steady. Several lots were disposed of, including three bags of small to medium dark Dominica halves at 2½d. per lb. subject; 2 bags fair West Indian halves at 2½d. per lb.; also five bags fair St. Lucia at 2½d., and dark at 1½d. to 2d. per lb.

MENTHOL.—In auction a single case (N. & Co. in diamond) was held at 70s. per lb.

MUSK SEED.—For four cases of fair Seychelles 1s. per lb. was wanted.

MYRRH.—A single case of good picked, slightly blocky Aden gum sold at £6 17s. 6d. per cwt.; fair bright siftings from this parcel were held at 80s., and dark pickings at 65s. per cwt. Common quality is plentiful and slow of sale. Four bales of dusty siftings towards the end of the sale sold at 65s., and 35 bags inferior woody at 15s. per cwt., both without reserve.

NUX VOMICA.—Privately the market is talked firmer, and there seems to have been more inquiry. Madras is quoted at 15s. 6d. to 16s. 6d., c.i.f. Twenty bags good pale Calicut were held at 22s. 6d., and twenty bags fair Madras at 15s. per cwt.

ORANGE PEEL.—Four cases dark, partly burnt strip, sold at 3d. per lb., and two cases fair strip, good colour, realised 8d. per lb. Quarters, out of condition, sold at 5s. per cwt. if pay charges. Privately new crop Tripoli strip is realising 8d. to 10d. per lb., and quarters 25s. per cwt.

OTTO OF ROSE.—Four vases sold at 11s. per oz.

QUINCE SEED being scarce, three bags rather shelly Cape sold at 3s. 7d. per lb.

RHUBARB met a slow sale. Three cases sold without reserve at 2s. 8d. to 2s. 9d. for medium, round and flat Shensi, with three-quarters fair pinky fracture, and 2s. for trimming root. Three cases small to medium round wild Shensi, part stalky and of poor fracture, sold without reserve at 1s. 4d. to 1s. 6d. A further three cases of small and medium, part stalky, of poor fracture, sold at 1s. 4d. to 1s. 6d. without reserve. Good medium to bold Shensi, with three-quarters good pinky fracture, was held at 3s. 9d.; medium to bold, flat, High-dried, at 2s. 6d., and rough, round, horny, High-dried at 1s. 6d. to 1s. 9d. per lb.

SARSAPARILLA was slightly easier for grey Jamaica, thirteen bales of which were disposed of at 2s. 3d. per lb. for mostly fair, and 2s. 2d. for coarse; two bales ordinary part wormy sold at 1s. 11d. Of native Jamaica, ten bales sold, comprising very dull, no colour, at 1s. 3d., and dull to good red, 1s. 6d. to 1s. 8d. Four bales Lima sold at 1s. 9d. per lb.

SENNA.—Tinneyvelly was in rather better demand at prices tending firmer. Ordinary small to medium yellowish Tinneyvelly sold at from 3d. to 3½d. per lb.; ordinary small yellowish, 2½d. Ten bales good green medium to bold leaf realised 7½d. Fair pale Alexandrian pods were held at 10d.

SOY.—Seven casks Chinese (Manloong) were limited at 2s. 10d. per gallon, duty paid.

SQUILL.—A bid of 20s. per cwt. is to be submitted for 5 bags good pale, and 15s. for yellowish.

WAX BEES met a small demand. Madagascar (3 mats) sold at 90s. per cwt. for dark brown block, and 21 bags fair bright yellow Zanzibar block realised 97s. 6d.; a bid of 92s. 6d. is to be submitted for 26 bags fair brown, 95s. being the limit. Three barrels and two cases, mostly dark to fair brown Jamaica, sold at £7 2s. 6d. per cwt. Dull bleached Calcutta was held at £3, and unbleached at 90s. Abyssinian is selling privately at 97s. 6d. per fair block.

Bengal Ipecacuanha

ABOUT 60,000 ipecacuanha plants were raised from seed at the Bengal Government Cinchona plantations during 1922-23. Two-thirds of these were planted out in nurseries, the remaining third being grown on indoors till fresh nursery beds could be prepared. Four hundred pounds of dried root were obtained by clearing plants in the older lines and sent to the factory for extraction. The cost of growing this crop which includes the cost of much experimental work is about Rs. 4,750. Even if the finished product brings in too small a return to call the cultivation of Ipecacuanha on Mungpoo a profitable concern, the plants and seed now available there (says the annual report of the Government Cinchona Plantations) will form a useful source of supply for Ipecacuanha cultivation in the new plantations in Burma, where seedlings give every promise of ultimate success. The cultivation of Digitalis is being continued and a supply ample for both official and unofficial demand is assured.



Insulin

SIR,—Statements have appeared recently in the Press to the effect that Insulin is unstable in the tropics, and that when Insulin has arrived in India it has been found, on re-testing, to have retained only one-fiftieth of its original activity. In view of the fact that such reports, if allowed to pass uncontroverted, are likely to cause a considerable amount of unnecessary suffering to diabetics in the tropics, we should like to make publication of the following facts:—

Although we consider that, as a measure of prudence, Insulin should be stored at as low a temperature as possible, we believe the statement appearing in the Indian journals to the effect that English and American Insulin is not resistant to tropical climatic conditions to be untrue so far as the English "A.B." brand Insulin is concerned. In justification of our confidence, we would mention that at the National Institute for Medical Research a sample from a batch of "A.B." brand Insulin was heated to a temperature of 95° F. for a month, the activity of the Insulin being accurately determined both before and after the treatment. The result of this careful test showed that "A.B." brand Insulin had retained its activity without any detectable loss. In the course of its manufacture, "A.B." brand Insulin is put through long and elaborate processes of purification, and this accounts for its stability. We know full well that without such careful purification Insulin does lose its activity very rapidly under tropical conditions. Ample evidence that "A.B." Insulin retains its activity in tropical countries is afforded by the clinical reports of the numerous diabetic patients who have gained great advantage by its use.

Yours faithfully,

THE BRITISH DRUG HOUSES, LTD.,
ALLEN & HANBURYS LTD.

Purchasing Drugs for China

SIR,—We have read with interest the further letter from Mr. Cameron on this subject, and are glad to see that, in effect, he withdraws his statement that the packing of English houses is inferior to that of American or German firms. We should like to say, however, that our experience is that shipments reach not only Shanghai but all other parts of China in reasonably good condition. The figures in the so-called comparative list now submitted by Mr. Cameron are fantastic, and we do not think need further comment from us than that the English houses which were able to obtain the alleged English prices are to be envied, and that we ourselves should welcome orders for substantial quantities of any of the articles named at the prices given in either the U.S.A. or Germany column. We note Mr. Cameron states his bismuth subgallate costs him more than the subnitrate. The reverse should be the case, as the selling price for the former is, of course, very much less. He further states that quinine bisulphate costs him about 4d. per oz. more than the sulphate. The selling prices are the same. May we in conclusion reiterate that, in our opinion, English houses, given a fair field and no favour, have nothing to fear from American, German, or any other competitors, either in the way of price, packing or delivery, and we are quite willing to give a practical demonstration of the truth of this statement. It is well known that the Peking Union Medical College (of which Mr. Cameron is the pharmacist), being a Rockefeller Institution, is controlled by American interests; but we do not think that fact justifies Mr. Cameron in apparently going out of his way to make statements that are not only mischievous but actually incorrect.

Yours obediently,

MAY & BAKER, LTD.

Battersea, London, S.W.

Sicilian Lemon Juice

SIR,—In the Trade Report of your issue of November 17 you say in regard to lemon juice:—

"Since the announcement of the proposed duty of 6d. per gallon on foreign fruit juices, a fair number of orders have been placed for prompt shipment from Sicily, as most of the bottled juice is imported from that country."

We beg to point out that the pressing of the new season's juice does not commence until the end of December at the very earliest, and the juice will not be ready for shipment before January next. If, therefore, any juice is to be shipped from Sicily "promptly" it can only be juice of last season's squeezing, the manufacture of which stopped about June last.—Yours faithfully,

WILSON & MANSFIELD.

41 Eastcheap, E.C.3.

Anthelmintics

SIR,—After many futile offers of their agency to the well-known English fine-chemical firms, it now appears that Orbis-Werke, Braunschweig, Germany, have at last succeeded in obtaining sole agents for their Santoperonin. We note the remarks of their agents on the "reliability" and "efficacy" of santonin in the circular which they are now issuing. As santonin has had wholehearted medical approval for over seventy years, their references can be accepted without hesitation. However, when it comes to Santoperonin—"the highly intricate benzole derivative"—which is being offered as a substitute for santonin, as no medical or scientific authorities are cited to support its mysterious properties, we must rely on its chemical composition to suggest its value:—

In the "Chemiker-Zeitung" (No. 143, p. 1081), Dr. Herman states that a sample of "Santoperonin" examined by him yielded 37 per cent. of copper oxide, that the ash contained in addition iron alkalis, and sulphur, but no aluminium, whilst by heating the drug under reduced pressure a sublimate of salicylate acid was obtained. The copper was easily extracted by 3 per cent. hydrochloric acid. It is difficult to reconcile these results with the vague synthetical picture of "Santoperonin" drawn by the inventor, and it is hoped that the medical profession in this country will steer clear of "Santoperonin" until the discrepancies are cleared up and the inventor has fully disclosed its composition in a patent specification or otherwise.—"Chemistry and Industry," Vol. 42, No. 3. (Italics ours.)

Santoperonin and its precursor Santoveronin have been adversely criticised by the German scientists since they were first introduced a short time ago; in the meantime, Santoveronin has already disappeared from the market, which is not surprising, seeing its high copper content. It is therefore only natural that the manufacturers should now seek fresh fields for their propaganda. Gratuitous statements claiming for it the virtues of all the well-known anthelmintics without any disadvantage or danger must be regarded with grave suspicion as long as medical opinions are withheld from the trade.

THE EASTERN & RUSSIAN TRADING CO., LTD.

The Will to Work

SIR,—The election addresses of the three large political parties have now been submitted, and it seems to me that none of them touched upon the canker that is industrially our weakness. Had I written the addresses, they would have been short, but not too sweet. No. 1 address would have been "Work"; No. 2, "Work harder"; No. 3, "Work hardest." To my mind, for the past fifteen years we have been accepting and taking from industry that which we have not earned. Money, leisure, and pleasure. There is too much golf on the upper deck and bridge, and too much football on the lower deck. I enjoy sport myself, but leisure and pleasure should be worked for and earned before taking them. It is a most difficult matter to complete a contract in London (the greatest business centre in the world) on a Saturday morning, because "the gentleman who deals with that is not up this morning." The people should be told that our salvation is in Work, work, work; away with ca' canny altogether and away with leisure and pleasure until they have been earned.—Yours faithfully,

H. LATTIMER.

Trade Terms on Postcards

SIR,—In the Subscribers' Symposium in your issue of November 17, "P. G. M." complains that prices are sometimes printed on the order postcards which various firms supply for the convenience of their customers, and urges the undesirability of this practice. Writing as one who is an occasional delinquent (?) in this respect, may I suggest that it would be very interesting and helpful to advertising managers generally if other pharmacists would express their views in your columns? From the manufacturers' point of view, the issue of order postcards is a somewhat expensive form of business courtesy, as there is a high percentage of wastage; and it seems a little ungenerous for "P. G. M." to refuse business to the firms which have tried to save him trouble, and transfer it to those who have not had that consideration for his convenience, especially as the contents of such cards can be hidden from prying eyes by the simple expedient of enclosing them in ordinary envelopes (unsealed postage $\frac{1}{2}$ d., sealed $\frac{1}{4}$ d.).

Yours truly,
THOMAS KERFOOT & Co., LTD.,
J. K. CLAYTON, Advertising Manager.

Dispensing Difficulties and Notes

An Unsatisfactory Application

SIR,—The following prescription is for a paint, to be applied high up inside the nose. Can you suggest a method of dispensing it, and how much should be charged?

Adrenal. chlor.	...	...	...	5ij.
Cocain. hyd.	...	...	...	gr. vj.
Menthol	...	...	...	gr. v.
Paraf. liq.	...	...	...	5j.

Yours truly,

J. G. (29/9).

[Compounded as written this prescription does not provide a satisfactory paint for application high up inside the nose. Separation of constituents would occur before the liquid could be introduced to the affected area. It seems permissible to prepare a homogeneous liquid. This can be produced by employing dry adrenalin (gr. $\frac{1}{4}$) and cocaine alkaloid (gr. $\frac{5}{8}$) dissolved in two fluid drachms of pure oleic acid and mixed with the liquid paraffin, in which the menthol has been dissolved. The charge would be, according to the C. & D. system, 3s. 6d.]

An Acetylsalicylic Acid Mixture.

SIR,—Would you kindly state the most convenient method of dispensing the following:—

Pulv. acid. acetylsal.	...	...	5iss.
Spt. ammon. arom.	...	...	3ij.
Syr. aurant.	...	...	3ss.
Aq.	...	...	ad. 5vj.

Yours truly,

ASPIRIN (6/11).

[Place the acetylsalicylic acid in a mortar, add to it 15 gr. of powdered tragacanth and triturate well together; then pour on the aromatic spirit of ammonia and rub down until the mixed powders are uniformly damped, add all at once about two fluid ounces of the syrup of orange and water mixed together, stir quickly and complete by addition of the remainder of the water and syrup. This procedure produces a nice mixture. Acetylsalicylic acid, when once it is suspended, being very light, remains a long time uniformly diffused throughout the mixture.]

Appreciations

I have not always the leisure to give the C. & D. the full attention it deserves, but I'd be lost without it.—C. S. C. (2/11).

Thanks to your journal, I am able to keep "up-to-date" in many ways. In these times of rapidly changing prices it is worth 20s. to know when the changes take place.—L. B. B. (261/39).

Legal Queries

F. P. (13/11) asks whether a girl apprentice, aged sixteen, must be insured under the Unemployment Insurance scheme. [If the girl receives any money payment she must be insured.]

J. B. & S. (19/11).—"Antiseptic Throat Pastilles" is a title which renders the article to which it is affixed liable to medicine-stamp duty. In your case the use of the name in the possessive case is an additional ground for liability.

H. G. & Co. (17/11).—The labels you send do not render the preparations to which they are affixed liable to medicine-stamp duty as the requirements of the regulations regarding "known, admitted and approved" remedies have been fulfilled. The eye-lotion label is not liable to duty.

J. C. (17/11) has a pupil, aged twenty, whom he provides with board and lodging and a small sum as pocket money. Is it necessary for the pupil to be insured under the National Health and Unemployment Insurance schemes? [As the pupil receives a money payment, he must be insured under both schemes.]

X. Y. Z. (19/11).—The wholesale drug houses are interpreting the *obiter dictum* of the Home Office regarding the supply of Part I poisons (C. & D., June 2, p. 766) as being the legal position. This disregards the fact that the Pharmacy Act makes no provision for the supply of poisons by wholesale houses except to retail chemists. We had not heard before that wholesale houses are supplying Part I poisons on written orders to non-chemists, but limit the supply to certain drugs and chemicals.

G. (13/11) bought his business three years ago and is tenant of the premises where it is carried on. He resides on the premises. The landlord now intends to sell the premises. Is he entitled to give "G" notice to quit, and, if so, what length of notice is necessary? The rent is paid quarterly. ["G" is probably a yearly tenant, in which case he is subject to six months' notice to quit expiring upon an anniversary of the commencement of the tenancy. However, even if notice to quit is given, neither the landlord nor a purchaser of the premises will be given possession except upon one of the grounds specified in the Rent Restriction Acts, if the rent is below the statutory limit.]

H. G. (16/11) recently had sent to him, unasked, goods invoiced at 3s. 6d. He does not want the goods and is now being threatened with legal proceedings for the recovery of the amount. Is the recipient of goods, in such circumstances, bound to return them at his own expense? [If goods are sent "on approval" or on "sale or return" the recipient is not bound to return them; but he must intimate to the sender within a reasonable time that he rejects the goods if he does not want them. If "H. G." failed to give notice of rejection within the prescribed period, or within a reasonable time if no time was prescribed, he will be deemed to have accepted the goods and have to pay for them.]

Optician (12/11) sends us a copy of his will for our opinion as to its validity. [It is probable that the will would be admitted to probate without objection, as "Optician's" intention is sufficiently clear; but, owing to the wording of the attestation clause, evidence of the due execution of the will might be required. The attestation clause should state that the will was signed by the testator in the presence of the two witnesses who, in his presence and in the presence of each other, signed the document. Moreover, as there may be a trust during the infancy of "Optician's" children it would have been better to appoint trustees. We urge "Optician" to have a fresh will made by a solicitor, so as to avoid the possibility of trouble after his death. The cost of having a simple will prepared is small; but the expense and difficulty of proving a will which is not in proper form may be considerable. The addresses and descriptions of the witnesses should always be given, in case it is afterwards necessary to trace them.]

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

T. W. (10/10).—The iron of the metal bath in which the sloe wine was prepared will be acted upon by the tannin of the sloes and will form a black tannate. This is not poisonous, but if any zinc has been dissolved the wine may be dangerous to health. The presence of zinc can be settled by analytical tests.

Push (17/10).—POWDER FOR DESTROYING WORMS ON LAWNS.—This is a light-brownish vegetable powder, possessing no very characteristic odour or taste; it is only slightly bitterish. It yields 6.5 per cent. of ash, about 25 per cent. of aqueous extract, and about 11 per cent. of alcoholic extractive; the odour of the latter recalls that of opium. On general and microscopic examination it reveals characters which are in conformity with the powder being obtained by grinding a mixture of acorns and horse chestnuts. It contains some form of saponin as indicated by its frothing; and this is contained in horse chestnuts. Fragments of husk, which are apparently from acorns, are also present. We think the properties are due to the presence of the saponin.

Zero (31/10).—The following are the formulas for which you inquire:—

Pine Inhalant

Ol. cajuputi	3j.
Ætheris	3j.
Menthol	3j.
Ol. eucalypt.	3j.
Ol. pini.	3i.
Terebeni	3i.
Camphor.	gr. xl.

Influenza Mixture

Potass. citr.	5ss
Vin. ipecac.	3ijss.
Liq. amm. acet.	5jss.
Spt. æther. nit.	5jss.
Tr. aconiti.	℥xxiv.
Aq. camph.	ad 3vj.

Bullock (5/11).—SNORING IN BULLOCK.—Snoring is seldom met with; it is symptomatic of brain disease, or the formation of growths in the nasal cavities, such as polypi. To procure temporary relief depletives, such as antimony, belladonna, or elaterium, should be given. It is desirable to obtain the advice of a veterinary surgeon.

H. J. H. (19/11).—The formulas for which you inquire are as follows:—

Indigestion Mixture

Ammon. carb.	gr. xvj.
Sodii. bicarb.	gr. lxxx.
Tr. rhei. co.	3iv.
Tr. zingib. ('85)	℥xl.
Ag. menth. pip. s. ad.	3iv.

Balsam of Linseed, Honey and Horehound

Oxy. scillæ	3ij.
Ext. glycyrrh.	3ss.
Chloroformi	℥xviii.
Vin. ipecac.	3ij.
Ol. menth. pip.	℥iv.
Ol. anisi.	℥iv.
Theriaceæ	3ss.
Sacch. ust.	q.s.
Muc. lini. ad.	3vj.

F. J. P. (14/11).—Potassium cyanide and its preparations are poisons within Part I of the Poisons Schedule. Such preparations cannot legally be sold by unqualified persons.

M. A. T. (12/11).—Cocaine eye-drops can only be supplied to factory owners for use in the factory. If it were not for the permission given by the Home Office the factory owner would not be an "authorised" person to have the cocaine preparation in his possession.

The permission does not apply to any other person or to any other strength than that specified in the Order. An ambulance supply company cannot possess the liquid or sell it with their first-aid sets.

O. G. (13/11).—PRELIMINARY EXAMINATION.—The subjects you have passed in at your recent examination scarcely entitle you to registration as a student of the Pharmaceutical Society, at least, not without submission of covering certificates to the Council. The Registrar (Sir William Glyn-Jones, 17 Bloomsbury Square, London, W.C.1) is strictly limited by the regulations, but the Council has power to consider cases on their merits which must fall within the limits laid down.

H. S. (9/11).—PAINT FOR GLASS.—The paint used for glass requires thinning with a varnish or a solution of resin in oil of turpentine. Generally two or three coats of paint are required to obtain complete opacity.

W. H. B. (8/11).—NON-INFLAMMABLE PAINT.—The simplest covering for wood that is exposed intermittently to the action of a flame is a distemper mixed with solution of silicate of soda. Infusorial earth or kaolin is best as the basis for the distemper, tints being introduced by means of the coloured ochres or boles.

Midland (30/10).—LUMINOUS PAINT.—The self-luminous paint such as is used for watch faces and for compasses is zinc sulphide activated by radium bromide. It is necessarily expensive, and hence probably prohibitive for sign-board work such as you mention. Mr. F. Harrison Glew, 156 Clapham Road, London, S.E., specialises in radium paints.

Inker (14/11).—TYPEWRITER INK.—These consist of an oil-soluble aniline dye incorporated in one of the following bases: (1) Glycerin, 2 parts; castor oil, 1 part; oleic acid, 1 part. (2) Heavy petroleum, 1 gall.; petroleum jelly, 2 lb. (3) Glycerin, 4 parts; castor oil, 4 parts; carbolic acid, 1 part; cassia oil, 1 part. (4) Soft soap, 1 part; glycerin, 4 parts; water, 12 parts; alcohol (90 per cent.), 24 parts.

S. O. (16/11).—COUGH ELIXIR.—The following is the formula for which you inquire:—

Morph. acet.	gr. lxxij.
Tr. scillæ	3xviij.
Tr. aurantii	3xviij.
Ac. nitrici	3j.
Syr. ruscados	3xc.
Oxy. scillæ	3xc.

A. H. G. O. (16/11).—BEAD FROM OLD NECKLACE.—The sample you send is selenite, a fibrous gypsum, the chief source of which in this country is Nottinghamshire. Beads of this substance were very popular years ago, and are, we believe, still procurable.

Retrospect of Fifty Years Ago

Reprinted from

"The Chemist and Druggist," November 15, 1873

Citrate of Magnesia

Herring & Co. write: "On account of the recent prosecution of a retail chemist for the sale of the so-called 'citrate of magnesia' we have determined, as manufacturers, to label all such effervescent salt, when sent out in bulk, as 'Sodæ citro-tart. efferves. (Brit. Pharm., 1867), with magnesia, sugar, and lemon flavour, known by the public as citrate of magnesia.' As it is undoubtedly advisable that the label to which the public has for so many years been accustomed, upon the usual retail bottle, be altered as little as possible, we would suggest that the name (for retail) be modified as follows:—'Granular effervescent citrate, known by the public as citrate of magnesia,'—and possibly in addition, in order more strictly to comply with the requirements of the Act, and that the public may be educated as to its true composition, it would be expedient to affix a small label to the bottle indicating that citro-tartrate of soda, sugar, and magnesia are the component parts of the salt."

Nobody can afford to be ill these days..

Perhaps you are one of those to whom Winter means a period of lowered vitality and actual ill-health, through colds, influenza, indigestion, rheumatism, and other ailments. The matter is serious and calls for common-sense action, because nobody can afford to be ill these days.

Gone are the fresh fruits—the "green things"—the light diet of Summer. Only too easy for one to relax in organs to be over-taxed. Only too easy for one to exercise the easy chair and forget the need of fresh air and exercise. The effects of Winter habits have to be counteracted. Pleasant and effective way to do this is to drink a glass of water dash of ENO.



When the first marks Winters

How cheery that fire seems—
in it! Yet the very way it lures
indoors—to be slack and lazy—has
We exercise less. Most of us eat
rightly, too, in the colder weather. It
puts an extra strain on Nature. Which
greater need for the regular morning "dash
of Fruit Salt."

ENO helps to right matters—to maintain
adjustment of our system and so increase our res-
chill, colds and other winter ailments.

Here's the simple rule that millions—literally
—follow with advantage the year around—
First thing every morning drink a glass of water
(warm or cold) sparkling with a "dash" of

ENO'S "FRUIT SALT"

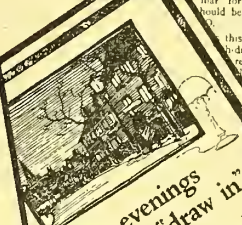


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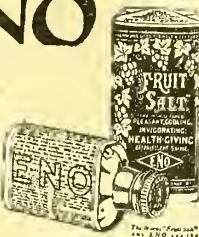
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...guard health with ENO



When evenings begin to "draw in"

Longer shadows in shops and homes. The
sunlight fades at last. There's a
time when the day seems to
draw in. It's a time when the
body needs a little extra
help to keep it going. A
dash of ENO's Fruit Salt
will do the trick. It's a
simple, pleasant way to
keep the system in good
order. It's a dash of ENO's
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HOUSEHOLD SIZE
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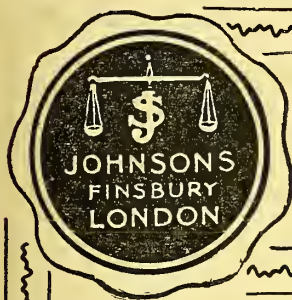
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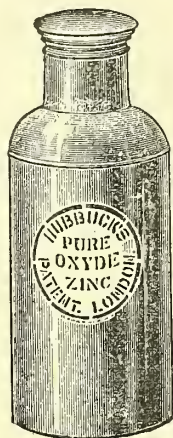
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Sugar-coated Quinine Tablets and Pills.

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Wholesale Prices.

	SIZES.	PRICE PER DOZEN.
Clarke's Blood Mixture	3/- & 12/-	£1:7:0 & £5:8:0
„ Miraculous Salve	1/3, 3/- & 5/-	11/-, £1:7:0 & £2:4:6
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„ Patent Skin Lotion ..	1/3	11/-
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Orders: Minimum quantity £16:4:0 value.
FREE CASES. Carriage paid upon orders of £100.

All Wholesale Houses keep a large stock of our Preparations and can supply smaller orders promptly.

Minimum Retail Selling Prices: 1/-, 1/3, 3/-, 5/- & 12/- Face Value, giving
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An attractive Showcard and Dummies supplied on application.

Trade Mark: "BLOOD MIXTURE." Regd. No. 3275.

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THE LINCOLN & MIDLAND COUNTIES DRUG CO., LTD.
Park Street, LINCOLN.

*A High-class Pharmaceutical Preparation
for sale by Pharmacists only*

WESTON'S 'STOP-COUGH'

MANUFACTURED BY QUALIFIED CHEMISTS
AND SOLD ONLY BY QUALIFIED CHEMISTS.
CAN BE RECOMMENDED WITH CONFIDENCE
:: AND CARRIES A GOOD PROFIT. ::

Send us a post-card for our Special Window Display Terms.

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The good old standard remedy

VENO'S LIGHTNING COUGH CURE

Great Winter Sales Campaign

BIGGER—BETTER ADVERTISING

Record breaking sales of VENO'S LIGHTNING COUGH CURE may be regarded as certain during the coming season.

A BIG—INDEED IRRESISTIBLE—ADVERTISING SCHEME WILL BE CARRIED OUT. It is only wise to be prepared. Show the goods—secure the extra 5 per cent. window-display rebate and increase your trade.

Profit over 30%

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Manufacturing Chemists,
Chester Road, MANCHESTER

Telephone :
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Telegraphic Address :
"SEAWED, MANCHESTER."

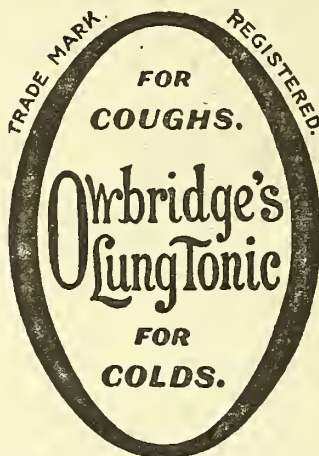
A PROFITABLE WINTER LINE

WHAT
YOU PAY

COST PRICE

1 gross	1/3..6	12 0
1 doz.	3/-..1	7 0
		<u>£7 19 0</u>

Carriage Paid.
Terms : C.W.O.

WHAT
YOU RECEIVE

SELLING PRICE

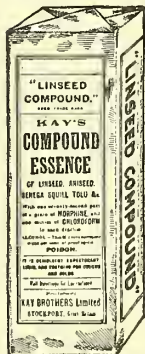
1 gross	1/3..9	0 0
1 doz.	3/-..1	16 0
		<u>10 16 0</u>
		Cost 7 19 0
		<u>PROFIT £2 17 0</u>

WE HELP YOU BY EXTENSIVE ADVERTISING

W. T. Owbridge, Ltd., The Laboratory, Hull.

Kay's Compound Essence

OF LINSEED, ANISEED, SENEGA, SQUILL, TOLL, ETC.
Registered LINSEED COMPOUND Trade Mark
for COUGHS & COLDS



GENERATION after generation have learned to rely upon this famous home remedy. The quiet impressiveness of the advertising, always devoid of strident tendency, appeals to the classes of the public who form your best-paying customers and confirms the impression of trustworthiness.

From All Wholesalers.

Protected profit (P.A.T.A.)	33 1/3% on cost.
1/3 size (10 to 20 doses)	- 11/3 per doz.
2/- " (20 to 40 ")	- 18/- " "
4/6 " (48 to 96 ")	- 40/6 " "

KAY BROTHERS Ltd., Stockport.

PINEOLEUM Brand Products

NEW PRICES :

Nebulizer Outfits

4/6 ... 40/6 dozen

Pineoleum Inhalant

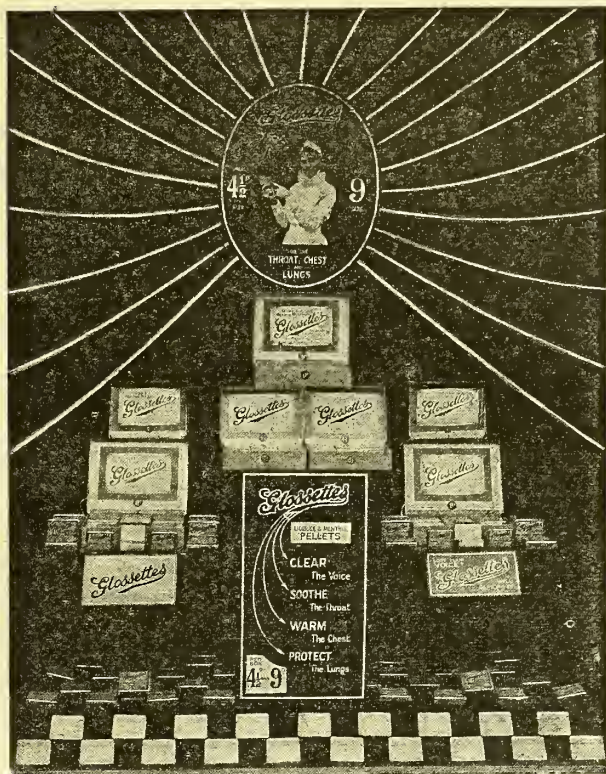
4/6 ... 40/6 dozen

New unliable packages now obtainable from all Wholesalers.

All Chemists now holding any stock of the old packages are requested to return them for exchange.

American Drug Supply Co. Ltd.

40-42 Lexington Street,
London, W.1



(Display in Red, White and Green.)

SPECIAL WINDOW DISPLAY

one chemist sold over
1,000 boxes during
one display.

*We will pay
You
10/6
to show it*

With a £5 assorted order for Glossettes we will if desired send this display and on receipt of promise of not less than 14 days' window show a credit note for 10/6.

With a £3 assorted order for Glossettes we will if desired send this display and on receipt of promise of not less than 14 days' window show a Bonus of 2 dozen small or 1 doz. large Tins.

Glossettes

Regd.

The Original Cushion Shaped Menthol & Liquorice Pellets.

4½d. size, 3/- doz., 35/- gross. 9d. size, 5/9 doz., 66/- gross.

Also sold in bulk.

ERNEST JACKSON & CO., LTD.

Plaintain Place, Crosby Row, BOROUGH, LONDON, S.E.1

Works : CREDITON, DEVON.

Phones : Hop 2668, Crediton 10.

Build up Yourself and Children too on

ROBOLEINE
THE ONLY TRUE BODY-BUILDER

Take it now and REGULARLY. The DANGER MONTHS are here. ROBOLEINE has been looked upon by consultants and medical men as the premier reconstructive food not merely for one year or two years but for over SIXTEEN YEARS. It is made by one of the leading manufacturing CHEMISTS in the country, and consists

HERE IS THE
FORMULA

Do not be persuaded by ANY arguments to buy a tonic food UNLESS the actual manufacturers will give you the COMPLETE FORMULA. Roboleine is quite unique in that ALONE it will support life; it is the richest in accessory food principles and the three vitamins at present known to medical science. Take it and give it to your children. Fill in the coupon for free twelve-dose sample.

CONVINCING TESTIMONY FROM THE HOUSE GOVERNOR OF THE LONDON HOSPITAL

"The effect on some of our anemic and feeble children has been MAGICAL."

Ask your grocer and he will tell you the name "ROBOLEINE" is real.

2/-, 3/- and 6/- AT ALL CHEMISTS.

FILL IN AND POST THIS COUPON

FREE 12-DOSE COUPON.

To Messrs. OPPENHEIMER, SON & CO., Ltd.,

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Address _____

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IS BEING WELL
ADVERTISED

this Winter, and you will do well to take full advantage of the fact and have a

WINDOW DISPLAY

Look at it this way; a lady sees Roboleine advertised in the high-class weeklies. If she sees a display of it in your window, as likely as not she will buy simply through being reminded of the merits of this grand preparation.

WINDOW DISPLAY TERMS. 50% PROFIT ON OUTLAY

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PRESCRIBED BY MEDICAL MEN FOR 16 YEARS

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Continues to be prepared with scrupulous care, in the greatest chemical purity by

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And is sold in Bottles, authenticated by a stamp bearing their name.

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WHOLESALE PRICES.

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1s. 3d. size ... 10s. 6d. per doz. net.

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5s. 0d. (new size) ... 50s. 0d. "

(contains double the quantity of 3s. box)

Minimum quantity £5 value.

Packages Free.

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3s. 0d. " ... 26s. 6d. "

Carriage Paid.

Cash with Order.

Cheques to be made payable to THOMAS BEECHAM, and crossed "Parr's Bank, Ltd., St. Helens."

TESTOGAN FOR MEN. THELYGAN FOR WOMEN.

A Proven Efficient Remedy
(Formula of Dr. Iwan Bloch)
INDICATED IN

**Impotence and Insufficiency
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YOHIMBIN TABLETS AND AMPOULES
BISMOLAN SUPPOSITORIES AND OINT-
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THE GOLD MEDAL HEALTH DRINK.
Quick Seller. Big Profits. Over 40 years' Reputation.
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Reduced Price. List can be had on application.
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Makers of Tablets, Pills, Ointments, &c.
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Eventually you will be selling
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introduced it sells rapidly, shows you
a good profit, and builds up Goodwill
for your business. We invite you to
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VERTISED PROFITABLE LINE—

Why not now?

**GEE'S
LOBELLINE**
The Great Lung Preserver

Cures Coughs, Colds, Asthma,
Bronchitis, Influenza,
Whooping Cough, Croup, etc.

BOTTLES 1/3, 3/-, 5/- (P.A.T.A.)
LOZENGES 1/3 per tin (P.A.T.A.)

Sole Proprietors :

SQUIRE & CO., LIMITED, BIRMINGHAM
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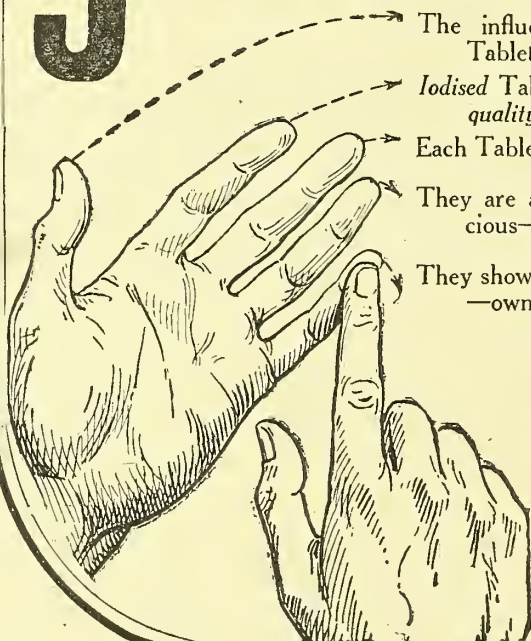
OVOID
gelatine coated
PILLS

are Reliable: Keep in
are Soluble: any Climate:
and are
Entirely Dependable.

Manufactured by
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Makers of
CALOX Tooth Powder—MOSQUITONE—ALBOLENE—and One Hundred Household Remedies.

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IODISED THROAT TABLETS—M. & J.



The influenza and "sore throat" season calls for Throat Tablets!

Iodised Tablets are popular, and the M. & J. Brand guarantees quality!

Each Tablet contains an effective dose of non-irritant iodine.

They are attractively presented, and are palatable and efficacious—containing benzoic acid, cinnamon, aniseed, etc.

They show a wide margin of profit—gross lots at 6/- per doz.—own name, if preferred. Single dozens at 7/-.

IODISED
THROAT TABLETS
M. & J.

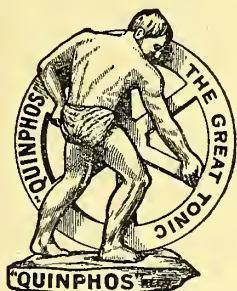
An attractive Showcard is included with every order.

MENLEY & JAMES, Ltd., 64 Hatton Garden, London, E.C.1

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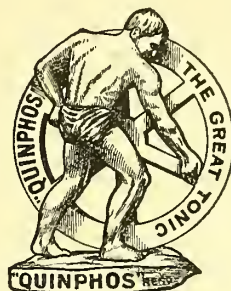
THE GREAT TONIC.

(Regd.)



**THE PROPRIETARY
THAT GIVES
A GOOD PROFIT.**

The Specimen Bonus Orders given below are also described as 25/-, £3 and £5 lots. If not otherwise instructed, we send the suitable proportion of liquid and tablets.



SPECIMEN BONUS ORDERS.

No. 1			Sells for		
		£ s. d.	£ s. d.		
1 doz. 1/3 "Quinphos"		11 6	15 0		
1/4 " 3/- "		13 9	18 0		
1/4 " 1/3 " Bonus			3 9		
		£1 5 3	£1 16 9	Outlay	£1 4 0
5% 1 month		1 3		Profit	12 9
		£1 4 0			

34.7%

No. 2			Sells for		
		£ s. d.	£ s. d.		
3 doz. 1/3 "Quinphos"		11 6	2 5 0		
@ 11/6		14 6	2 5 0		
1 " 3/- "		27 6	1 16 0		
1/4 " 1/3 " Bonus			11 3		
		£3 2 0	£4 12 3	Outlay	£2 18 10
5% 1 month		3 2		Profit	£1 13 5
		£2 18 10			

36%

No. 3			Sells for		
		£ s. d.	£ s. d.		
4 doz. 1/3 "Quinphos"		11 6	3 0 0		
@ 11/6		2 6 0	3 0 0		
1 1/2 " 3/- "		27 6	2 14 0		
1/4 " 5/- "		48/-	15 0		
1/4 " 1/3 " Bonus			18 9		
		£4 19 3	£7 7 9	Outlay	£4 14 3
5% 1 month		5 0		Profit	£2 13 6
		£4 14 3			

36%

SOLE MAKERS:

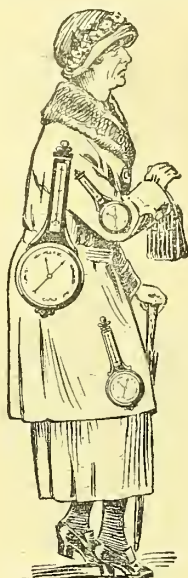
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ESTABLISHED 1843.

Telephone: ROYAL 2060.



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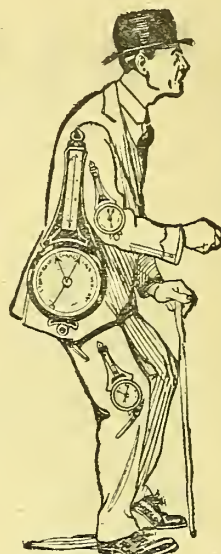
The Wonderful Seller for
**Rheumatoid Arthritis, Gout, Neuritis,
Rheumatism, Lumbago and Sciatica.**

Well advertised. Recommended by Doctors.
Quick Sales. :: :: Generous Terms.

Stocked by ALL Wholesale Houses.

Other lines :—

ARTHROIDS BALM, CURILAX, VICAPS,
STEMAT ANTI-CATARRHAL TABLETS,
STEMAT ANTI-CATARRHAL BALM,
MY LADY'S ROLETTE WRINKLE ERADICATOR,
THE QUROPAD MASSAGE APPLIANCE,
SANALVE, VANITY BOXES, Etc., Etc.



Write for particulars
of **Cash Bonus** for
Window Display.

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Manufacturing Chemists,

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CORN SILK, ETC.**

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HIGH HOLBORN
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**MELROSE
TABLETS**

**FOR CHAPPED HANDS
A VERY PROFITABLE SELLING LINE.**

Chemists' prices carriage paid.
2d. tablets 1 1/4 dozen, 15/- gross.
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Melrose Cream, in jars—
9d. size 6 3/4 dozen.

ROBERTS & SHEPPEY
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**UMCKALOABO THE REMEDY FOR
TUBERCULOSIS.**

Recently the subject of comments in the Press.

PRICES ON APPLICATION TO

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RECORSAN	Price	3/6
RHEUMEDICAL	"	2/-
STRUMEDICAL	"	5/-
INJECTION BAVARIA	"	5/-
PERTUSSIN	"	3/-

Sole Agents:

DOUCH LIMITED

8, Union Court, Old Broad Street, E.C.2.

STOCKS HELD BY ALL THE
LEADING WHOLESALE HOUSES



AWARDED
22 Gold Medals and a Silver Cup of Honour

PROFIT
ON
COST—

50%

and 66% PROFIT for FIRST ORDERS

3,700,000 BOTTLES

SOLD IN AMERICA DURING THE
FIRST YEAR OF INTRODUCTION.

1,500,000 BOTTLES

SOLD IN ITALY DURING 1922.

LARGE QUANTITIES ARE BEING
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Retail Prices:

2 oz. Trial
Flasks - 1/3
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YOUR USUAL
WHOLE-
SALER WILL
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PLANO

The best emollient tablet for rough skin
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Neat and attractive packing and show material.
Keep a box on the counter. IT SELLS.

3d. per tablet.

Trade prices—6 dozen, 11/6. 1 gross, 22/-.

13 to the dozen for cash with order.

DISCOUNT.—Orders of £1-2½%, £5-5%, £10-7½%.

MILNER'S CHEMICAL CO.

Robson Street,

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THE BEST HOUSE FOR

ASPIRIN CASCARA

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Write for samples and prices before buying.
Superior machinery and scientific control.

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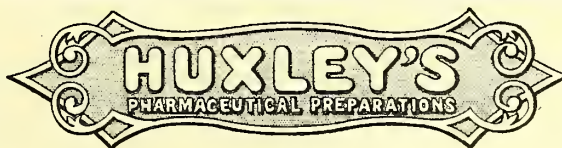


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Bottles of 50
doses, in cases
of 6 doz. bottles



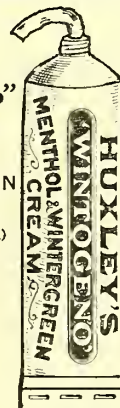
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Sold in all large towns of India, Burma, Ceylon, Straits Settlements
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MENTHOL
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WINTERGREEN
CREAM
(THE ORIGINAL)

In boxes of
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CROYDON LONDON.

Petroleum Jelly

White, Yellow, Amber,
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Pharmaceutical and
Veterinary purposes

MEADE-KING, ROBINSON & CO., LTD.
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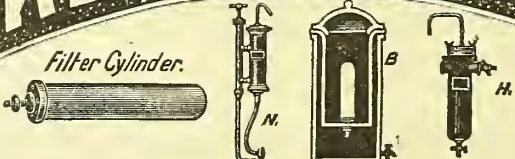
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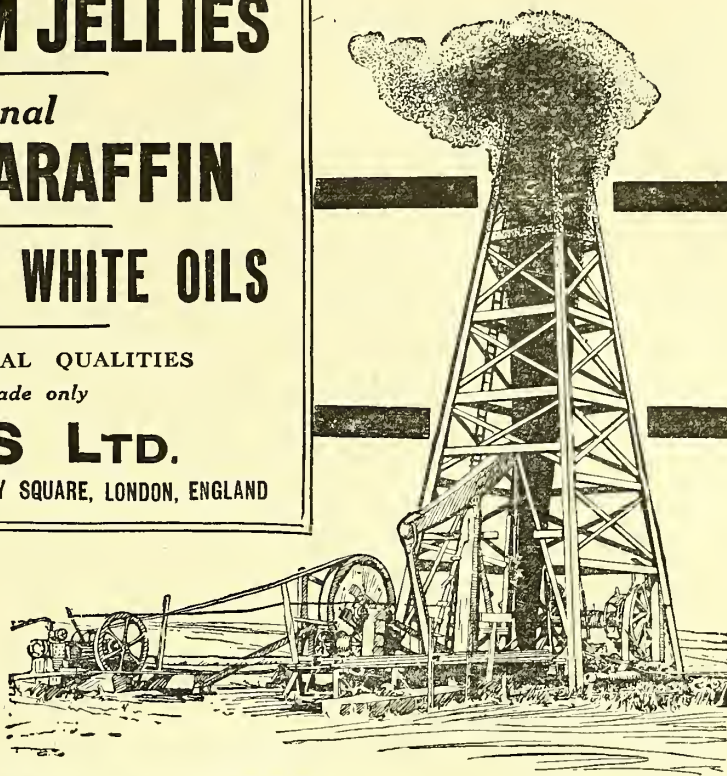
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B.P. AND TECHNICAL QUALITIES

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SALVO PETROLIA

The Perfection of Petroleum Jelly

MANUFACTURED SOLELY BY

THE DEE OIL COMPANY, Ltd.

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Telephone: Central 3859. Telegrams: "Cestrian Liverpool."

Packed in barrels, kegs and smaller packages according to requirements.

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PETROLEUM JELLIES, WHITE BASES, ETC.

Samples and prices on application.

"OLEUM DEELINÆ," a certain cure for Eczema.

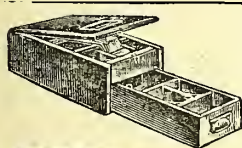
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PARAFFIN B.P.
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OLIVE OILS
HONEY
EUCALYPTUS OIL

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Park Lodge,

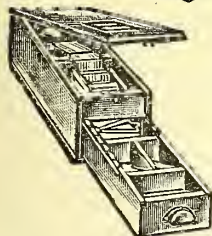
Forest Lane, Stratford, London, E.15



THE "LITTLE CHAMPION" TILL.

Well-seasoned hardwood, Mahogany polished. Alarm Bell. Lid fitted with lock and key. Size over all, 16x8½x6½ ins. each 29/6

Till Coils 2½ ins. wide, 5/- dozen extra.



THE "EFFICIENCY" TILL.

Solid Mahogany, highly polished. Check action to drawer. Lid fitted with lock and key. Alarm Bell. Spring Clip. Size over all, 18x9x7½ ins. Complete, packed in wood box each 77/6

Can also be supplied in solid Oak at same price

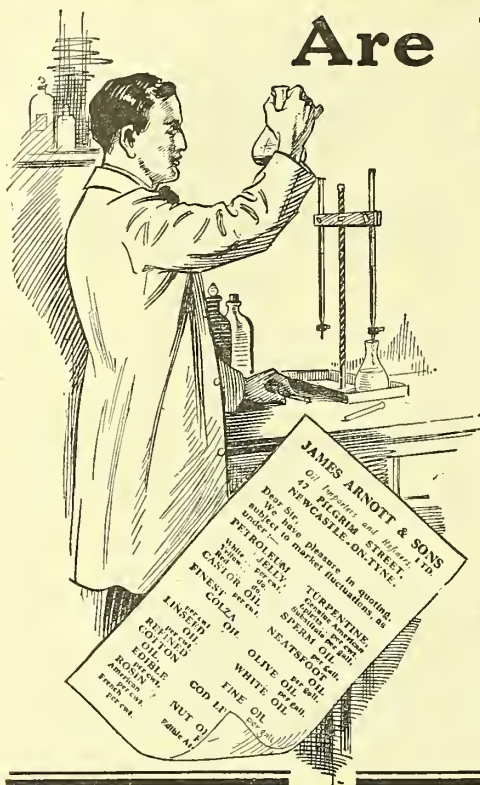
Till Coils, 3½ ins. wide, 5/- dozen extra.

List No. C.D. 1009 of other Tills free on request. Any Till supplied on 14 days' approval upon receipt of cash or two wholesale trade references.

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Holloway Rd., London, N.7.

City Showrooms: 65 Fore Street, E.C.2.



Are You Buying from the Right Source?

Buy from the actual importers and refiners and keep in touch with the market.

Arnott's price list gives you the lowest current prices regularly—every month.

And a perusal of the list will indicate your next source of supply.

The only obligation the sending of a post card, and the receiving of our price lists, involves is, looking over prices, making comparisons, and acting accordingly.

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JAMES ARNOTT & SONS Ltd.

Head Office :

47, Pilgrim Street
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PETROLEUM JELLY.

Gough, Kidston & Co.

*Chemical Manufacturers,
Tanning & Dyewood Materials & Extracts,
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Tel. No.:
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KINNAIRD HOUSE, Pall Mall East, LONDON, S.W. 1.

Telephone: Regent 5621.

Telegraphic Address: "Methcolim, Phone, London."



Above is a facsimile of one of our new cards (actual size 12×18). The lower part is of wood, veneer polished to resemble flooring. Altogether this card is distinctly novel, and creates immediate attention.

We send one of these cards with each display parcel, and include a full range of smaller cards and other show material.

The advantages of a display are obvious and encouraging. *One chemist wrote last season:—*

"The photo does not do justice to the window-show, which was a good one, and further, the goods are selling."

A chemist wires already this season:—

"Send six dozen 1/6 Slipperine earliest. Having another window-show."

To create sales for dance polish, a display is not merely helpful, but is an essential. Only by this means can the public be brought to the chemist for supplies. "SLIPPERINE" is advertised in the "Ball Room" and other dance journals, and business is sent, wherever possible, to the chemist.

Miniature samples and descriptive leaflets for your distribution to likely users are available.

THERE is a large and increasing demand for a really good dance polish. "SLIPPERINE" fills that demand, and shows a remarkably good protected profit.

1/6 size P.A.T.A. .. 12/- per dozen.
2/6 " " " " .. 20/- " "

Less 2½% discount one month.

£3 orders less 5% disc. one month, carr. pd.

£6 " " 5% & 2½% " " " "

Cases free. Showcards with each order.

Shows 52%—57½% PROFIT.

**AT WINDOW-SHOW TERMS
available till NOVEMBER 30th.**

Example:—

	£	s.	d.		£	s.	d.
4 dozen 1/6 -	2	8	0	Retail value	3	12	0
1 dozen 2/6 -	1	0	0	" "	1	10	0
Bonus 4×1/6	—	—	—	" "	—	6	0
" 1×2/6	—	—	—	" "	—	2	6
	3	8	0		5	10	6
5% disc.	3	5		Less cost	3	4	7
Net cost	3	4	7	Profit	2	5	11

Over 70% PROFIT.

Example:—

	£	s.	d.		£	s.	d.
8 dozen 1/6 -	4	16	0	Retail value	7	4	0
2 dozen 2/6 -	2	0	0	" "	3	0	0
Bonus 8×1/6	—	—	—	" "	—	12	0
" 2×2/6	—	—	—	" "	—	5	0
	6	16	0		11	1	0
Less 5% & 2½%	10	0		Less cost	6	6	0
Net cost	6	6	0	Profit	4	15	0

Over 75% PROFIT.

Window-show orders may be booked through your usual wholesale House, bonus and other show material being sent direct from here.

Wholesale Distributors:—

May, Roberts & Co. Ltd.; Francis Newbery & Sons Ltd.; Butler & Crispe, Sangers, W. Sutton & Co., LONDON. Evans, Sons, Lescher & Webb Ltd., LIVERPOOL. Macsons Ltd., BLYTH. Richard Daniel & Son, DERBY. Haslett Ltd.; Thos. McMullan & Co., BELFAST. Boileau & Boyd, DUBLIN. John Mortimer & Co., LONDONDERRY.

All Scottish Wholesale Houses Stock "Slipperine."

JOHNSTON & ADAMS, MURRAYGATE, DUNDEE

Best Value & British!

When it's Plasters
talk Taylor's
it tells
Minimum Profit—100% on cost.

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 and 21 ELY PLACE, LONDON, E.C.1.

When better Plasters are made—Taylor's will make them.

 **COOPER & CO.**

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Guaranteed

HOT WATER BOTTLES

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Surgical Dressings & Sundries
"INGOT"
 packed dressings
TALK
 and command
SALES
 Your "OWN NAME" brands a "SPECIALITY."
 May We have your next ENQUIRY, please?

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 & BALLOON BRANDS.**

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*Packed to suit
Customers'
requirements.*

*Special Quotations
for Large Quantities.*

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CREPE
DOMETTE
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PLASTER OF
PARIS
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ABSORBENT GAUZES

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The Marvel Whirling Spray Syringe



Gold Medal Awarded, Paris, 1902,
by the Société d'Hygiène of France

as the latest and best improvement in Vaginal Syringes. Particular mention is called to the fact that by reason of its peculiar construction the Marvel Syringe dilates and flushes the vagina with a volume of whirling spray, which smooths out the folds and permits the injection to come into contact with and cleansing the entire surface.

Fully Protected by Patents.



You can safely recommend it.

Has no rival on the market, is well advertised, pays a good profit, quality guaranteed. The MARVEL is returnable for exchange if found defective and reported promptly.

Trade price, 125/- per doz.

Retail price, 15/- each.

FASSETT & JOHNSON, Ltd.
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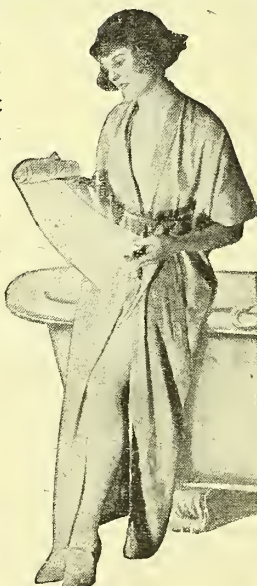
for all cases in which elasticity, adaptability and support are essential. Rubberless, washable.

**INVALUABLE
in MATERNITY**

Will stretch to double their length. In all widths up to 11 inches. Soft, clinging and a charm to wear.

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The "HOWARD" HOT WATER BOTTLES

Best British made. Guaranteed 2 years.

GREY	6×8 2/9	6×10 3/-	6×12 3/4 each
	10×8 3/6	12×8 4/-	10×12 4/6 ..
	14×8 5/-		14×10 5/6 each

Single Bottles supplied at above prices.

5% special discount on 3-doz. assorted lots and name on free.

RED 33 1/3% on above prices.

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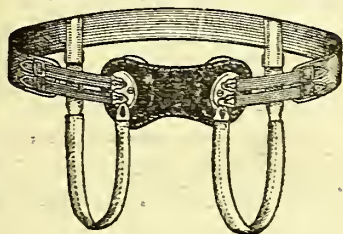
	10×8	12×8	12×10
Plush or Velours	1/7	1/10	2/2 each
Molleton	9 1/2 d.	10 1/2 d.	1/0 1/2 ..

THOS. SWALES

20/24 Butts Court & 89 Albion St., LEEDS

Telegraphic Address—BELTRUSS,
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Fig. 601. Inguinal Elastic Truss.

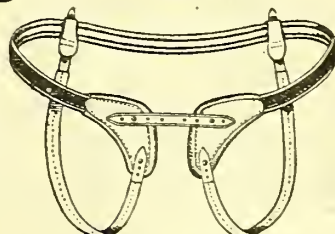


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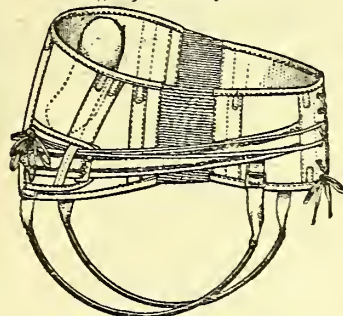
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Fig. 641. Peaked Head Scrotal.



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Sole Agents for the United Kingdom of Great Britain, Ireland and The British Dominions
of the Celebrated

Fig. 19. Kidney Belt.



Crêpe Velpeau Bandages.

THE

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Crown Road Works,
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Contractors to H.M. Government.

Fig. 583.



Richmond
Shoulder
Brace.

CREPE VELPEAU BANDAGES

Horn's

TRUSSES AND 'TRUFIT' ARCH LIFTS

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Telegrams: Curtis Mayfair 1608.

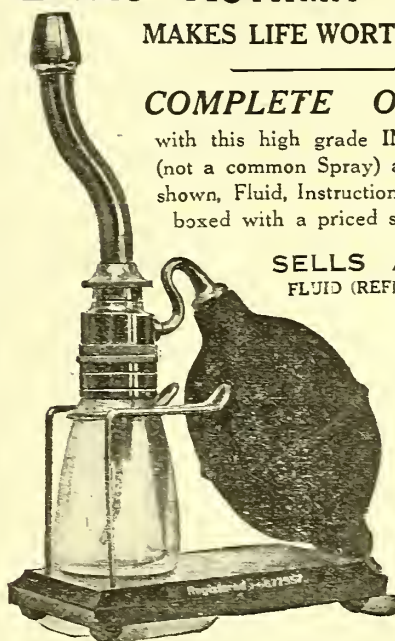
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MAKES LIFE WORTH LIVING.

COMPLETE OUTFITS

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shown, Fluid, Instructions, &c., neatly
boxed with a priced show ticket.

SELLS AT 25/-
FLUID (REFILLS), 5/-



Thousands
in use in
all parts of
the World.

Write for
terms and
booklets,
or order
through
Whole-
saler.

ZEALS ASTHMA FLUID & ATOMIZER CO., LTD

Severn Road, WESTON-SUPER-MARE.

Still further reductions in the prices of CLINICAL THERMOMETERS BEST ENGLISH MAKE GUARANTEED

PRICES :

The "EMPIRE" Brand.

(Ordinary Pattern.)				s.	d.
Hospital pattern	...	...	per doz.	12	6
" lens front	...	...	"	14	0
60-seconds, plain	...	...	"	15	0
" lens front	...	...	"	17	0
30-seconds, plain	...	...	"	17	0
" lens front	...	...	"	19	0

The "DUO-IN-UNO."

(Quick Shake-Down.)				s.	d.
Hospital pattern	per doz.	20	0
" lens front	"	22	0
60-seconds, plain	"	23	0
" lens front	"	24	0
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Each one in metal case, and packed in a specially designed card box with descriptive label on lid. Customers can have their names engraved on any of the above Thermometers free of charge.

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No taste or smell.

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The most perfectly made
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42 CANNON ST.
LONDON E.C. 4

NOVEMBER 24, 1923

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ADVERTISER (a Scotsman) wishes to purchase a Business in about six months' time in any of the British Colonies; good climate essential; must return a good income and stand strict investigation; state full particulars in reply. 272/27, Office of this Paper.

ADVERTISER will pay £1,000 or so for a sound Cash Retail Business; Coast or pleasant country place; good position and scope for increase essential; living accommodation necessary; must bear strict investigation; trade and banker's reference; partnership or management healthy British Colony entertained. 276/2, Office of this Paper.

BERDOE & FISH have at the present time a number of clients desirous of purchasing sound and reliable Businesses in London and Provinces; cash from £1,000 up to £5,000. Two clients require businesses in West-End up to £6,000, and three clients require businesses within 100 miles of London, in good towns, up to £3,000 each. Strict confidence and privacy may be relied upon. Address, Messrs. Berdoe & Fish, Valuers, 41 Argyle Square, King's Cross, W.C.1.

PREMISES FOR SALE.

FOR Sale, freehold, £800, new-built spacious Shop, 3 rooms, etc., back entrance, fine main road position; splendid opening for Chemist; electric light throughout; shop front to suit purchaser. Apply T. Bowditch, Hill Rise, Sidley, Bexhill.

APPRENTICE.

SMART, well-educated youth required as Apprentice; London; thorough training; nominal premium, repaid as salary; course of lectures free. 275/17, Office of this Paper.

AGENCIES.

6s. for 50 words or less; 6d. for every additional 10 words or less, prepaid.

The ADVERTISER may if preferred have replies addressed to this Office, and forwarded on payment of an additional charge of 1/-.

BRITISH COLUMBIAN IMPORTERS AND EXPORTERS.

Vancouver, B.C., has all the year round direct water communication with British and European ports, and is the natural gateway into Western Canada, whence the Canadian Pacific Railway and the Canadian National Railway distribute economically as far as Winnipeg, where freight rate equalises with that from the St. Lawrence and Lake ports, which are closed many months of the year.

A responsible firm in this city of Vancouver, already representing a world-wide known line of disinfectants, and amalgamated with an offshoot of an old English firm of Manufacturing Chemists and Wholesale Druggists, is desirous of handling Agencies over this territory, including, as it does, Vancouver Island, Greater Vancouver, British Columbia Mainland, Alberta, Saskatchewan and part of Manitoba; and gives opportunities for re-export to the adjacent States and Pacific ports and to Japan, China, the Straits Settlements and Australia.

The suggested lines which this firm is desirous of distributing:—

GALENICALS,	SPICES,
PHARMACEUTICAL PREP.	GLUES & GELATINES,
CHEMICALS,	BOTTLES,
DRUGS,	SPONGES,
OILS,	CREPE BANDAGES.

Bankers: The Bank of Montreal, London and Vancouver.

The Natural Products of British Columbia, notably, Cascara Bark and Extract, could be reciprocally exported, and inquiries are solicited for next year's crop of Cascara Bark.

Communication to 34/83, Office of this Paper.

COLONIAL Merchant (Englishman), returning to Europe February-March next, wishes to enter into correspondence with Manufacturer or Mercantile House desiring intelligent Representation (not travelling), preferably, but not necessarily, in France or Northern Africa; accustomed to native trade; salaried position not required; for an established house or house with established agencies in commodities of premier necessity would be willing to represent on an expenses and commission basis; retail business not objected to if of sufficient importance. Write full "Africa," Box No. 698, Sells Advertising Offices, Fleet Street, E.C.4.

FIRM of Manufacturers' Representative in Sydney, Australia, would like to get in touch with Manufacturers or Exporters for Chemicals, Patent Medicines, Drugs, Fancy Goods, etc., etc. Write, Green, P.O. Box 1023, Sydney, Australia.

FORMER Manager to large Proprietary and Marketing House is open to undertake personal independent development of a few non-competing lines additional to those already in hand; finest facilities and connections for economical buying, manufacturing, and complete sales organisation, both U.K. and abroad; also expert advertising service if required; excellent opportunity for retailers or others anxious to develop own formulæ at minimum expense under expert guidance; offices, business address for registration, etc., etc.; commission, 10 per cent. on sales, with minimum of £50 p.a., payable monthly, as subsidy towards organisation expenses; advice without obligation. Write, "Proprietary," 22 Crown Chambers, Lower Regent Street, London S.W.1.

SMALL Manufacturer of Medicated Lozenges and Floral Cachous desires to get in touch with Buying Agents; small quantities supplied. 275/15, Office of this Paper.

BUSINESSES FOR DISPOSAL.

6s. for 50 words or less; 6d. for every additional 10 words or less, prepaid.

The ADVERTISER may if preferred have replies addressed to this Office, and forwarded on payment of an additional charge of 1/-.

BERKS.—Country Business, with Beer off-licence; returns, £1,500; lock-up shop; rent, £25 clear; easily worked and capable of big increase; net profit, £350; price, £700. "Chemist," 9 Mill Lane, Lambourn, Berks.

BRECONSHIRE.—For Sale, good Chemist's Business; no good-will; well stocked; small rent. R. Wood & Co., 43 Broad Street, Hereford.

LEEDS.—Good Business for Sale in a rising district; Dispensing and Panel; no opposition; reason for leaving, ill-health; rental £40; rates £28 for house and shop; returns £1,500, and Panel £240 yearly; this is a genuine business; price £1,200; stock, fixtures, in good condition. Apply, "S. W. J.," 274/38, Office of this Paper.

MANCHESTER.—A sound established Drug Store, now doing good turnover, and capable of great expansion under qualified; nicely fitted and well stocked, with convenient house attached, bath, etc.; very low rent; lease granted; immediate possession; price £550; must sell quickly. Further particulars (letters only), "Presto," 11 Tiverton Place, Ardwick, Manchester.

MANCHESTER DISTRICT.—Old-established Limited Company, supplying Surgical and all Chemists' Requisites; capital required about £5,000; well equipped; stock and fixtures to value of purchase price; this is a sound concern, and open to any investigation. For further particulars and appointment apply to Messrs. Rothwell, Auctioneers, Y.M.C.A. Buildings, Oldham.

OLDHAM.—An excellent opportunity occurs to acquire a really genuine Chemist's Business on main road; splendid stand; handsomely fitted; well stocked; good living accommodation; electric light throughout; large N.H.I.; good turnover; rent about £58 per annum; cash price £1,500. Apply 275/12, Office of this Paper.

PORT TALBOT (near), Glamorganshire. — Old-established Cash, Counter, Family, Prescribing, N.H.I.; Wine Licence; Gilbey's Agency; central corner shop, with dwelling-house; population 8,000; two miles nearest chemist; returns about £50 weekly; price £1,200, or valuation; possession on completion. Penrose Kenrick, Chemists' Valuer, Moira Buildings, Cardiff.

ROCHDALE.—To Let, in main street, Chemist and Druggery Business; established over 70 years; stock and fixtures at valuation; owner retiring. Address, 33 Drake Street.

SOUTHAMPTON (near).—£450 cash secures a sound, profitable Business; practically unopposed; present returns £13 weekly, increasing under unqualified; fine opening for N.H.I. and Photo; rent, £40; long lease; good house, garden and stabling; well fitted and stocked; owner's serious ill-health necessitates a quick sale; splendid chance for a qualified man; strongly recommended. Apply, Berdoo & Fish, Chemists' Valuers, 41 Argyle Square, King's Cross, W.C.1.

SOUTH COAST.—Good-class Business in excellent position; 14 years' lease to run; stock and fixtures valued at £1,500; good Kodak connection; lock-up shop; returns £2,600 for 1922 under indifferent management; scope for great increase; price £1,850, or offer; cash buyers only. 274/18, Office of this Paper.

SOUTH DEVON.—£600 will buy well-established Business in main thoroughfare of large town; returns £1,200; profit £350; well fitted; house has side entrance, seven good rooms, bath and w.c.; all fitted electric light; low rent; long lease; sound reasons for disposal. 274/20, Office of this Paper.

SOUTH WALES.—Chemist's Business, with Wine Licence and Rexall Agency, for disposal owing to continued illness of proprietor these last four years; returns, £3,000 per annum; good profits; good house and shop; mahogany fitted and recess labelled rounds and well stocked; rent, £80 per annum, of lease 12 years to elapse. Apply 275/38, Office of this Paper.

SURREY BORDER.—Unopposed Country Drug Store, with freehold; good situation; growing district; scope in Dispensing and Photographic; returns about £10 weekly. Full particulars on application. 271/37, Office of this Paper.

WEST RIDING Village, Yorks.—Easily-worked Pharmacy for disposal; main road; Kodak Agency; nicely stocked; mahogany fixtures; living accommodation; low rental; turnover £1,150; owner must sell on account of wife's health; will accept £550 for quick sale. 272/5, Office of this Paper.

WORKS (South).—Colliery district, which is being considerably developed; small Cash Retail, Dispensing and Prescribing Business; also N.H.I.; turnover, £70 per month, and increasing; rent, 18s., with house, which can be let off; stock valued at £400; price, £500. Chas. C. Marsden, Chemists' Valuer, 44 Sholebroke View, Leeds.

CASH Store.—Pharmacy for Sale in popular S.W. district; returns about £900 per annum; has done over £1,000; unusually profitable lines; absolutely genuine; well fitted and stocked; house attached, no N.H.I. or Optics; big scope; moderate rental; first with £750 gets it; a bargain; only wants seeing; owner giving up retail. "Veritas," 274/21, Office of this Paper.

DRUG Stores; unopposed; very rising district; few miles from Southampton; rent £40; lease 20 years; mahogany fitted shop; 7 rooms; nice fruit, flower garden; trade £15; qualified Chemists could develop a large trade; exceptional opportunity; only £475, including valuable stock. Write, Durham, 177 Norbury Crescent, S.W.16.

DRUG Stores, 50 minutes from London; takings about £16; qualified man could double; house, shop well stocked; full investigation; £550, bargain. Reply P.C.B., 15/10, Office of this Paper.

ERNEST J. GEORGE offers Businesses, East Coast, £1,000; Lancashire, £1,100; Salop, £300; Oxon, £1,600; Yorkshire, £450; all propositions carefully investigated with view to mutual satisfaction and maintenance of reputation. Information invited from prospective sellers who hesitate for fear of their intentions being broadcasted. Privacy and straight dealing guaranteed. Ernest J. George, 3 St. Paul's Close, Walsall. Tel. 774.

FOR Sale, with immediate possession, a freehold well-built Chemist's Shop; fittings equal to new; no opposition; situate midway on main road between two large towns; growing neighbourhood; house contains ample living accommodation, with roomy storage and garden. 272/8, Office of this Paper.

GENUINE Chemist's Business, West Riding, Yorkshire; population 13,000; returns about £900; progressive; living accommodation, or may be used lock-up place; N.H.I. and Prescribing; splendid opening for Optics and Dentistry; stock in good saleable condition, £400; established 5 years; price for quick sale, £500; good reason for disposal. 274/11, Office of this Paper.

PHARMACY, well situated, industrial district (County Durham); great scope for active man; cheap to quick buyer. 272/38, Office of this Paper.

TENDERS.

SEVERALLS MENTAL HOSPITAL, COLCHESTER.

THE Committee of Visitors invite Tenders for the supply of **DRUGS** for the three months ending 31st March, 1924.

For form of tender apply, enclosing stamped, addressed envelope, to "Mr. R. Overend," Clerk of the Hospital, Severalls Mental Hospital, Colchester.

Sealed tenders must be received not later than Saturday, 8th December, 1923, addressed to the Committee of Visitors, Severalls Mental Hospital, Colchester.

The Committee of Visitors do not bind themselves to accept the lowest or any tender.

By Order, **H. H. GEPP,**
Clerk to the Visitors.

THE Factory, with Grinding Machinery, etc., known as the **ALDGATE CASEIN WORKS,** Aldgate Avenue, E.1, is about to be offered for Sale by Tender by the Liquidators of Messrs. Nieuwhof, Surie & Co., Ltd., in Voluntary Liquidation.

Particulars and Forms of Tender may be obtained from the Liquidators at the Offices of Messrs. Maurice Jenks, Percival & Co., 6, Old Jewry, E.C.2.

FINANCIAL.

FEW qualified gentlemen, good ability and experience as Managers, required to take share interest in a number of high-class Stores, London and provinces; able to invest from £1,000; excellent prospects for right men. Apply immediately, P.C.B. 15/13, Office of this Paper.

PARTNERSHIPS.

ADVERTISER, small capital, desirous opening Pharmacy or Drug Store in provincial town, seeks Partner. Particulars to 270/2, Office of this Paper.

GENTLEMAN of wide experience in most branches of the Drug trade wishes to purchase or become active Partner in a Wholesale Proprietary or Manufacturing Business in the North of England; the business must be an established one, and open to every investigation; ample capital at command; references given and required. Address, "Ambitious," c/o Williams' Advt. Agency, 29, Kirkgate, Bradford.

WANTED, Active or Sleeping Partner with £3,000 to £5,000 in firm manufacturing Fine Pharmaceutical Products; magnificent prospects; principals only. Replies, 275/19, Office of this Paper.

FOR SALE.

CHEMIST'S Fittings.—Sale cheap entire contents, 9 ft. bevelled Counter Case. Smith, George Street, Hipperholme.

TINS, round gilt, 200 gross in 5-gross lots; sizes, 1½ in. x 3½ in., 1½ x 4½, 2½ x 5½; with or without inner perforated fitting. Apply, Glorias, Ltd., 18 Conduit Street, London, W.

SITUATIONS OPEN.

[HOME.]

RETAIL.

6s. for 40 words or less; 6d. for every additional 10 words or less, prepaid.

The ADVERTISER may if preferred have replies addressed to this Office, and forwarded on payment of an additional charge of 1/-.

BIRMINGHAM.—Smart, energetic Assistant; accustomed to good-class Dispensing, Photography, N.H.I. and Window-dressing; ability appreciated; permanency and progressive salary to right man; single. Full particulars age, height, references and salary required. "RBe," c/o Southall Bros. & Barclay, Lower Priory, Birmingham.

BOURNEMOUTH.—Lady or gentleman, chiefly for Counter work, some Dispensing; knowledge of Photography an advantage; must possess agreeable manners, nice appearance, undeniable references, and initiative; state age, experience, and commencing salary. Address, 274/30, Office of this Paper.

BUXTON.—Experienced Assistant; indoors; Dispensing and Counter. Applicants please state age, height, references, salary, when at liberty, and photo, if possible, to Thresh, Pharmacist, Buxton.

FOLKESTONE.—Wanted, Assistant, age 25-30; qualified preferred, but must have good Dispensing and Counter experience. Please give full particulars as to age, references and salary required (outdoors). Applications not answered within a week declined with thanks. Hall & King, Chemists, Folkestone.

ISLE OF WIGHT.—Qualified Assistant, lady or gentleman, to take charge of small branch. Full particulars and salary required to 276/1, Office of this Paper.

LONDON, N.—Junior Assistant, outdoors (one just completed apprenticeship might suit), 21-23 years, for brisk Cash Retail in working-class neighbourhood; must be quick at Counter, good Window-dresser and Stock-keeper, and have undeniable references; comfortable berth for suitable applicant. Apply, stating age, references, and salary required, to 272/11, Office of this Paper.

LONDON, S.E.—Qualified Assistant wanted, lady, outdoors, for quick Cash Retail; no Sunday or Thursday after 1 o'clock duty. State age, salary required, and experience to Brooks, 509 New Cross Road, S.E.14.

NORTH MIDLANDS.—Qualified Assistant; outdoors; good Mixed Business with N.H.I.; state age and experience. Reply 274 13; Office of this Paper.

PHOTOGRAPHS, TESTIMONIALS, &c.

When answering advertisements in this section applicants are strongly advised not to send (unless specially requested) ORIGINAL TESTIMONIALS or VALUABLE PHOTOGRAPHS. As can be readily understood, when an advertiser receives from 60 to 100 replies the task of returning photographs, testimonials, &c., is one of some difficulty.

AGE 22-30, Assistant, unqualified; Counter, Dispensing and Photographic knowledge. Photograph, with full details of experience, age, height, and salary, with references, to "Lavender," 34/102, Office of this Paper.

ASSISTANT, unqualified, for working-class business; must be very smart and used to quick Counter business; also Assistant for middle-class business. Apply 3 Ridgmount Street, Tottenham Court Road, W.C.1.

GOOD opportunity for the right man as qualified Optician in high-class Pharmacy; Pharmaceutical qualification not essential. Full particulars to 275/170, Office of this Paper.

JUNIOR required; must be good Dispenser (very little N.H.I.). Apply, giving full particulars in first letter, to 270/16, Office of this Paper.

JUNIOR Assistant (male) required at once for good-class Dispensing business. Full particulars and photo (if possible) to Chapman, Chemist, Esher, Surrey. Applicants not answered in three days kindly declined.

JUNIOR Assistant (outdoors) required after Christmas for good-class Dispensing and Retail Business; Photographic sales knowledge required. State age, experience and salary required. Kelsey, Chemist, Taunton.

MANAGER or Senior, qualified, for London suburb; Salesman, Window-dresser, with Photographic knowledge. State age, height, experience, married or single, salary, with references and photograph, to "Spray," 34/101, Office of this Paper.

QUALIFIED Assistant; salary and commission; knowledge of Photographic trade essential; Wireless knowledge aid to commission. Full particulars to Odell, Addington House, Abbey Wood, S.E.2.

QUALIFIED Assistant as Dispenser, with first-class experience, male, under 25; outdoors. Please send fullest particulars, with photo, to the Manager, Savory & Moore, Ltd., Lancaster Gate, London, W.2.

QUALIFIED Assistant wanted, not over 35; must be quick N.H.I. Dispenser and smart Counter, obliging, and willing to work; permanency; state full details and salary. Apply Tobin, Chemist, 49 Harford Street, Mile End, London, E.1.

QUALIFIED Assistant wanted for mixed business in colliery district. Full particulars to Llewellyn & Co., Chemists, Ogmore Vale, South Wales.

QUALIFIED, capable Assistant, capable of managing a business required, also of ordering stock; Window-dresser, Photography, Dispensing; thoroughly reliable references; between 35-40; of sober habits; thoroughly trustworthy. Apply "Dolphin," 275/6, Office of this Paper.

QUALIFIED Manager wanted for South Coast for good-class Store trade; a business builder with energy, ability and salesmanship is required, who can dress windows, keep a shop attractive and increase turnover. State salary required, age, experience, height and full particulars, in confidence, to 275/32, Office of this Paper.

SMART Junior wanted for December 3; male; unqualified; good Dispenser. State age, height, experience, and salary required. Glaister, 49 Abbey Road, London, N.W.8.

SMART Junior Assistant for high-class business, principally for Counter; good experience essential; short hours; outdoors. Apply with photograph, stating salary required, to Ralph Cuthbert, Ltd., Chemists, Huddersfield.

SMART Junior required; one just completed apprenticeship suitable. Apply, with full particulars, to Managing Director, Henry Hodder & Co., Ltd., 5 Nelson Street, Bristol.

UNQUALIFIED Assistant, 23-35, with good general experience; reliable Dispenser; outdoor. A. J. Baker, 34 High Road, Willesden Green, N.W.10.

WANTED, unqualified Junior Assistant. Apply, giving age, height, experience and salary required, Wands, Ltd., 12 Haymarket, Leicester.

WANTED, January 1, qualified Manager for middle-class Family Pharmacy; N.H.I.; must have thorough knowledge of quick Retail, Salesmanship and Window-dressing; good salary and commission; junior (man) kept. Apply, with full particulars and references, to Johnson, Dentist, Lozells Road, Birmingham.

WANTED at once, competent Assistant; good Salesman, Window-dresser, and knowledge of Wireless apparatus essential; outdoors. State wage, etc., first letter. Dix, Chemist, Pontypool.

£4.—Gentlemanly, unqualified or young qualified Assistant on December 3 for good-class business; be quick, accurate, capable and thoroughly honest; none others need apply. Hall, Chemist, Crouch End, London, N.8.

WHOLESALE.

6s. for 40 words or less; 6d. for every additional 10 words or less, prepaid.

PATENTS Department.—Experienced Buyer and Stock-keeper wanted for Wholesale House in Lancashire; must have held similar post in the North; state salary and experience. 34/105, Office of this Paper.

REPRESENTATIVE wanted by well-known firm of Manufacturing Chemists to sell highly popular Proprietary lines; only those with real live connections amongst Chemists and Stores in London and district need apply; salary and commission. Apply 270/20, Office of this Paper.

REPRESENTATIVE required for North-Eastern Counties to interview Doctors and Veterinary Surgeons; previous travelling experience essential. Apply, by letter only, with full particulars (in confidence), to "Director," C. J. Hewlett & Son, Ltd., 35/42 Charlotte Street, London, E.C.2.

REPRESENTATIVE required for the sale of Photographic and Pharmaceutical Chemicals for various parts of England and Wales; kindly state, in confidence, who at present representing and ground covered; excellent profitable side line for smart representative. 34/100, Office of this Paper.

REPRESENTATIVES already calling upon Chemists are offered two ready selling lines on commission. Please state present lines carried and territory covered. Address, in strict confidence, P.C.B., 15/17, Office of this Paper.

REPRESENTATIVES wanted, with good connection amongst Chemists in South Wales, also South of England, to sell high-class Honey. Apply, Somerset Direct Dairies, Ltd., Weston-super-Mare.

SALESMEN (commission) required for the following grounds:

1. Yorkshire,
2. Eastern Counties and Midlands,
3. Wales and West of England,
4. South-Eastern Counties,
5. Scotland,

with good connections amongst Wholesale and Retail Chemists, to sell a high-class Patented Proprietary; extensive advertising campaign. State present lines to Velocium Laboratories, 24 Haymarket, London, W.

TRAVELLER, having connection with Hospitals, etc., wanted by a well-known Surgical Instrument House to sell their goods as an additional line; small salary, good commission. Address, Holborn Co., 26 Thavies Inn, London, E.C.1.

WANTED, an experienced Representative to call on Doctors and Chemists in Lancashire and Yorkshire; must be qualified and an enthusiastic worker; an opportunity will be given the right man to acquire an interest in the firm. Give full particulars of experience, selling ability, age, etc., to 272/21, Office of this Paper.

WANTED, Representative, on commission basis, already calling on Chemists in the principal towns of Lancashire, Cheshire, and near Yorkshire, by Manufacturing Chemists in Pharmaceutical and Packed Goods. Reply in the first instance, giving full particulars, to Mr. H. Platt, 178 Upper Brook Street, Manchester.

[COLONIAL, INDIAN AND FOREIGN.]

KENYA COLONY.—Wanted, qualified Assistant of good experience, single, under 30; 3 years' agreement; second class passage paid out; commencing salary £30 per month. Apply, with photo and full particulars of experience, to P.C.B. 15/9, Office of this Paper.

NAMES AND ADDRESSES.

When sending advertisements for any of the sections in this Supplement, advertisers—as a guarantee of good faith and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not followed and delay and disappointment ensues. Strict attention to this detail will be appreciated.

SITUATIONS WANTED.

RETAIL.

[HOME.]

2s. for 18 words or less; 6d. for every additional 10 words or less, prepaid.

The ADVERTISER may if preferred have replies addressed to this Office, and forwarded on payment of an additional charge of 1/-.

A.A.A.—ASSISTANT; unqualified; 23; seven years' experience Dispensing, Counter, Window-dressing, Photography; excellent reference. "E. W. G.," Grange Hill, Coggeshall, Essex.

A.A.A.—AS Manager, Senior or Part-time; young, married Pharmacist; first-class experience; expert Salesman, Window-dresser and organiser. "Zingiter," 37 Fairfax Road, Bedford Park, London.

A.A.A.—QUALIFIED, 26, desires position as Manager or Assistant; now disengaged; tall, single; abstainer; first-class experience Dispensing, Photography, Window-dressing; excellent refs.; London or Provinces. J. S. Willcocks, 60 Gladstone Avenue, Manor Park, E.12.

A CAPABLE qualified Chemist, 30, married, requires permanency as Manager or Senior; excellent all-round experience; good references; disengaged; interview arranged. "M.P.S.," 121 Chesterfield Road, St. Andrews, Bristol.

A CAPABLE Pharmacist, 27, single, energetic, desires post as Manager or Assistant, with view to Partnership or purchase; 3 years' London experience; London or South Wales. 275/37, Office of this Paper.

A LADY Dispenser desires re-engagement; age 23; first-class Counter Hand and Saleswoman; thorough knowledge of Photography; over 4 years' West-End experience. Write Box 261, Samson Clark & Co., Ltd., 57 Mortimer Street, W.1.

A THOROUGHLY capable Assistant; unqualified, but most successful in increasing returns; accustomed to management; Locum or permanent; salary secondary consideration. "F. H.," 151 Mount View Road, N.4.

"ABBOTT," 7 Quality Court, Chancery Lane, W.C.—Disengaged; all-round City and West-End experience; temporary or permanent; best references.

A N experienced, qualified Chemist, middle-aged, desires engagement; part time, locum or manager, with or without view to purchase; disengaged; London district. "F.," 52 Upper Tooting Road, S.W.

A S Locum, permanency; excellent London and provincial experience; moderate terms; disengaged; good references. "Chemist," 14 Polygon Villas, Southampton.

A S Manager; qualified; many years sole charge; first-class references; Dispensing, Counter, Photography, Window-dressing, Book-keeping; energetic and reliable; married; disengaged. English, 23 Potter Street, Workson.

A SSISTANT; experienced; London and provinces; Photography; outdoors; Brighton, Hove, Scaford, Eastbourne. "E. U.," 34 Talbot Terrace, Lewes.

A SSISTANT, qualified, 21, experience in Dispensing, Counter and Photography, desires berth in London. Evans, Tanygraig, Llanybyther, Carm.

A SSISTANT; unqualified; 26; disengaged; first-class experience; Dispensing, Counter, Photography; excellent references. "Statim," "Polsoe," Dendy Road, Paignton.

A SSISTANT, unqualified but competent, 37, married, 6 ft.; good all-round experience; had own business; could take charge; start anywhere, any time; interview if required. Wires or letters, Johnstone, Heath Lodge, Oxhey, Watford.

A SSISTANT or Manager; best experience; speaking French; London or country. P.C.B. 14/32, Office of this Paper.

A SSISTANT, 21, desires post; brisk Counter trade, light Dispensing; satisfactory references; good general experience. 272/1, Office of this Paper.

A SSISTANT, unqualified, seeks post as Improver. J. W. Glide, Bushfurlong, Isle Brewers, Taunton.

A SSISTANT, qualified, 27, tall and good appearance, desires change; good Dispensing and Counter experience with large provincial firm; excellent references. 275/31, Office of this Paper.

A T liberty; unqualified Assistant; 26; single; five years' Counter experience; no Dispensing; would improve; work for small salary. 274/12, Office of this Paper.

C APABLE, trustworthy Assistant; serious worker; thoroughly experienced in Pharmacy duties; disengaged Monday. Write, Hill, "Sunnyside," Lawcett Street, Gainsborough.

D ISENGAGED; Assistant to Chemist or Dispenser to Surgeon or Institution; locum tenens or permanency; over 20 years' first-class varied experience; good Prescriber; total abstainer; highest references; unqualified. "E.," 9 Hendon Road, Fairfield, Liverpool.

D ISENGAGED; qualified locum or permanency, full, part time; any capacity; moderate salary. "Pharmacist," 68 Grosvenor Road, Hanwell, W.7.

D ISENGAGED; qualified; Manager or Locum; thoroughly experienced. Wire "Chemist," 42 Shepherd's Bush Road, Hammersmith, W.6.

D ISENGAGED.—Qualified; experienced; excellent references; Locum, permanent; good Dispenser. "Statim," 3 Rectory Road, Stoke Newington, N.

D ISENGAGED; Pharmacist (woman); excellent experience and references; some knowledge Bacteriology; could manage small branch shop; Southern Counties preferred. 275/23, Office of this Paper.

D ISPENSER (Hall), lady; whole or part time; Institution and Doctor's experience; daily. "G.," 560 High Road, Streatham.

E LDERLY qualified Chemist desires situation; good prescriber and Dispenser. Brown, 49 Henry Street, Rishton, Lancs.

E NERGETIC, keen Manager desires post; modern display and sales methods; Photographic. Thomas, c/o Mr. J. Milner, Pharmacist, Greenwich.

E XPERIENCED, unregistered Assistant or Manager desires permanency; aged 40; married; good references. "Rhei," 15 Grant Street, Cleethorpes.

E XPERIENCED Manager in good middle-class business; young, single, good appearance and address, Photography and Dispensing, desires appointment. "Taxol," 274/8, Office of this Paper.

J UNIOR, 19, 5 ft. 9 in., 3 years' apprenticeship, desires post as Improver; very moderate salary. Harry Estlick, St. Dennis, Cornwall.

J UNIOR, 19; good experience, Dispensing, Counter and Window-dressing; disengaged end of December; London preferred, but not essential. 270/17, Office of this Paper.

J UNIOR, aged 19; 5 years' Retail experience, Counter, Dispensing and Photography; good references. Hughes, c/o Bryan, Chemist, Penmaenmawr, N. Wales.

L ADY Dispenser; disengaged; 3 years' high-class experience all branches Dispensing; capable, energetic. Peters, 7 Southern Road, Bournemouth.

LADY Dispenser (Hall) requires post, anywhere; book-keeping; good experience Doctors and Hospital; testimonials. "D. E. F.," Tottenhall, Norwich Avenue, Bournemouth.

LADY Dispenser, Hall qualification, good references, requires post; permanent or Locum. Miss Matthews, 114 St. James' Road, Croydon.

LADY (Hall) requires further experience in practical Pharmacy; London, W. or N.W., preferred; salary secondary consideration. Apply 274/1, Office of this Paper.

LONDON.—Qualified, as Manager, Locum, or part-time, or Wholesale in position of trust and responsibility; abstainer; reliable; good writer. Thomas, 145 Kennington Park Road, S.E.11.

LONDON.—Qualified, 36, as Locum or Part-time; first-class experience, West-End, Continent, etc.; disengaged shortly. 273/40, Office of this Paper

PART-TIME; thorough varied experience all class; good Salesman, Dispenser, Prescriber. (Letters.) "Chemicus," 112 Lloyd Street, Greenheys, Manchester, 8.

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